DOCUMENT RESUME

ED 356 725 HE 026 381

AUTHOR Smoot, Joseph G.
TITLE Pittsburg State University Development Achievements for Fiscal Year 1992.
INSTITUTION Pittsburg State Univ., Kans.
PUB DATE 92
NOTE 188p.; For the fiscal year 1991 report, see ED 340 321.
PUB TYPE Reports - Descriptive (141) -- Statistical Data (110)

EDRS PRICE MF01/PC08 Plus Postage.
DESCRIPTORS Alumni; Comparative Analysis; Donors; Educational Finance; *Financial Support; Foundation Programs; *Fund Raising; Higher Education; Institutional Advancement; Postsecondary Education; *Private Financial Support; Public Colleges; Statistical Data; Surveys
IDENTIFIERS *Pittsburg State University KS

ABSTRACT

This report examines Pittsburg State University's (PSU) Development Achievements for Fiscal Year (FY) 1992 and provides a comparison with 151 other comprehensive public universities reporting to the Council For Aid To Education (CFAE). Among conclusions are that PSU ranked in the top 27 percent of comparable institutions in total private support ($3.6 million) and in the top 14 percent in dollars raised per student. Of alumni solicited 17.1 percent donated to the school. Chapters devoted to annual giving and planned giving as well as the PSU Foundation provide further information about development activities. Development plans for fiscal year 1993 are also presented. Appendices (comprising over half the report) include the following: (1) Annual Development Calendars, (2) Comparative CFAE tables, (3) Office of Research Proposals and Grants Activity list, (4) Bequests to PSU Foundation Cumulative Record, and (5) PSU Foundation Board of Directors and By-Laws. Statistical data are presented in 25 tables. (GLR)

****
* Reproductions supplied by EDRS are the best that can be made *
* from the original document. *
****

ED356725

DEVELOPMENT ACHIEVEMENTS

FISCAL YEAR 1992

U.S. DEPARTMENT OF EDUCATION
Office of Educational Research and Improvement
EDUCATIONAL RESOURCES INFORMATION CENTER (ERIC)

☑ This document has been reproduced as received from the person or organization originating it.

☐ Minor changes have been made to improve reproduction quality.

• Points of view or opinions stated in this document do not necessarily represent official OERI position or policy

PITTSBURG STATE UNIVERSITY

PITTSBURG, KANSAS

"PERMISSION TO REPRODUCE THIS MATERIAL HAS BEEN GRANTED BY
Pittsburg State
University
TO THE EDUCATIONAL RESOURCES INFORMATION CENTER (ERIC)."

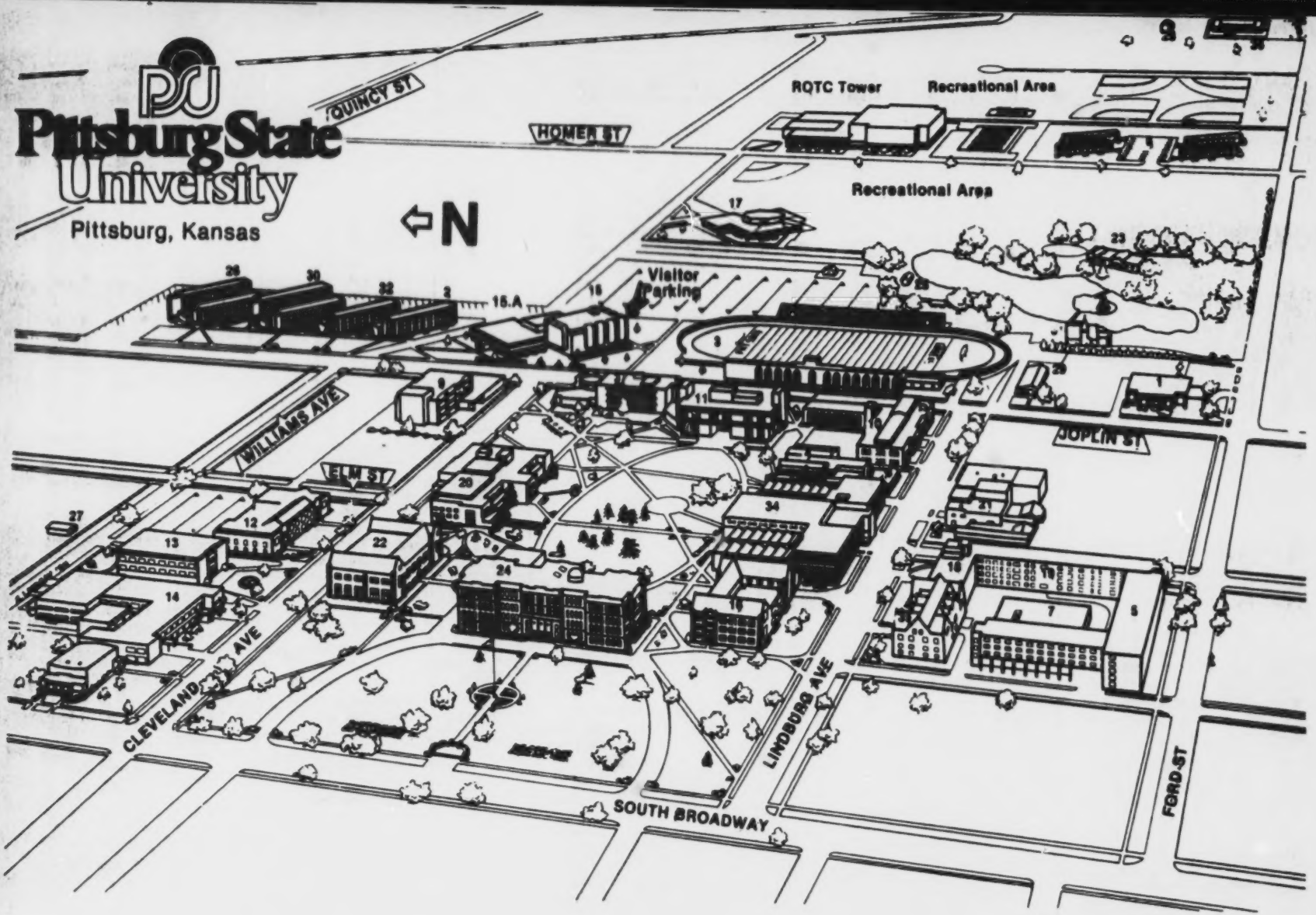
HE 026 381

BEST COPY AVAILABLE

PITTSBURG STATE UNIVERSITY DEVELOPMENT ACHIEVEMENTS FOR FISCAL YEAR 1992

JOSEPH G. SMOOT
VICE PRESIDENT FOR DEVELOPMENT

PITTSBURG STATE UNIVERSITY
PITTSBURG, KANSAS



CAMPUS MAP

BEST COPY AVAILABLE

LOCATOR KEY ON BACK

1. Alumni Center
   - Alumni Relations & Development
   - Bulk Mail/Demographic Services
   - PSU Foundation, Inc.

2. Bowen Hall
   - Co-ed Residence Hall

3. Brandenburg Field
   - Carnie Smith Stadium
   - Prentice Gudgen Track
   - August and Helen Rua Pressbox

4. Chandler Hall
   - Home Economics-*Rm 101*

5. Dellinger Hall
   - Co-Ed Residence Hall

6. East Campus Apartments
   - Family Housing

7. Gibson Dining Hall
   - Dining Room for all Residence Halls

8. Greenhouse

9. Grubbs Hall-College of Arts and Sciences
   - Dean-*Rm 311*
   - Communication-*Rm 434*
   - Debate/Forensics-*Rm 210*
   - English-*Rm 425*
   - Foreign Languages-*Rm 428*
   - Instructional Media Labs-*Rms 201-203*
   - International Student Services-*Rm 405*
   - Television Studio/Radio Lab-*Rm 215*
   - Writing Center-*Rm 101*

10. Hartman Hall
    - Technical Education Center Programs
      - Air Conditioning/Refrigeration-*Rm 206*
      - Electricity-*Rm 214*
      - Electronics-*Rm 211*
      - Welding-*Rm 108*
    - Industrial Arts and Technology Programs
      - Auto Body-*Rm 104*
      - Auto Mechanics-*Rm 106*
    - Instructional Media-*Rm 332*
    - Reserve Officers' Training Corps (ROTC)-*Rm 201*

11. Heckert/Wells Hall
    - Biology-*Rm 228a*
    - Chemistry-*Rm 104b*
    - Herbarium-*Rm 301*
    - Nature Quest-*Rm 327*
    - Raptor Reach-*Rm 327*

12. Horace Mann Building
    - Storage Facility

13. Hughes Hall-School of Education
    - Associate Dean-*Rm 115*
    - Center for Educational Services, Evaluation and Research-*Rm 110*
    - Curriculum Laboratory-*Rm B6*
    - Curriculum and Instruction-*Rm 201*
    - Dean-*Rm 116*
    - Psychology & Counseling-*Rm 112*
    - Research Computer Lab-*Rm 113*
    - Special Services and Administrative Studies-*Rm 110*
    - Teacher Education Computer Laboratory-*Rm 316*

14. Gladys A. Kelce School of Business
    - Academic Advisement (Kelce School)-*Rm 102*
    - Accounting Lab-*Rm 209*
    - Academic Computing Coordinator-*Rm 151*
    - Accounting-*Rm 201*
    - Business Administration-*Rm 110*
    - University Computer Lab-*Rm 153*
    - Dean-*Rm 101*
    - Computer Science/Information Systems-*Rm 223*
    - Economics, Finance and Banking-*Rm 211*
    - *Journal of Management Issues*-*Rm 211*
    - Management Information Systems (Computing Center)-*Rm 157*
    - MBA Program Director-*Rm 101*
    - Microcomputer Laboratory-*Rm 103*
    - Technical Education Air Conditioning/Refrigeration Program-*Rm 013*

15. Axe Library
    - Learning Resources Dean-*1st Floor*
    - Government Documents Center, Haldeman-Julius Collection, Special Collections and Displays, University Archives-*3rd Floor*

15A. University Bookstore

16. McCray Hall
    - Department of Music-*Rm 103*

17. McPherson Nurse Education Building
    - Nursing-*Rm 101*

18. Mitchell Hall
    - Residence Hall undergoing repairs

19. Nation Hall
    - Women's Residence Hall

20. Overman Student Center
    - Director
    - Program Office
    - Ticket Office
    - Student Activities Council
    - Student Government Association
    - Collegio/KANZA

21. Physical Plant/Post Office
    - Building & Grounds Maintenance
    - Director-*Rm 100*
    - University Car Pool/Car Scheduling-*Rm 100*
    - University Mail Room/Post Office

22. Porter Hall
    - Art-*Rm 101*
    - University Art Gallery

23. President's Home

24. Russ Hall
    - Academic Affairs VP-*Rm 203*
    - Admissions-*Rm 110*
    - Budget-*Rm 209*
    - Business-*Rm 230*
    - Business & Fiscal Affairs VP-*Rm 204*
    - Career Planning & Placement Services-*Rm 216*
    - Cashier/Student Loans-*Rm 233*
    - Continuing Studies-*Rm 215*
    - Counseling Center-*Rm 134*
    - Degree Check-*Rm 105*
    - Enrollment Services-*Rm 109*
    - Equal Opportunity & Affirmative Action-*Rm 232*
    - Facilities Planning-*Rm 211*
    - Financial Aid-*Rm 115*
    - Graduate School-*Rm 108*
    - History-*Rm 308*
    - Honors College-*Rm 317A*
    - Institutional Research-*Rm 212*
    - Mechanical Engineering Technology-*Rm 404*
    - *Midwest Quarterly*-*Rm 414*
    - Personnel-*Rm 235*
    - President-*Rm 204*
    - Quick Print Services-*Rm 131*
    - Public Affairs-*Rm 210*
    - Purchasing-*Rm 231*
    - Residential Programs-*Rm 112*
    - Registrar-*Rm 103-106*
    - Research: Graduate Studies & Research-*Rm 108*
    - Residential Programs-*Rm 112*
    - Social Science (geography, philosophy, political science, sociology, social work and pre-law programs)-*Rm 317*
    - Strategic Planning-*Rm 204* (President's Office)
    - Student Affairs-*Rm 115*
    - Student Employment-*Rm 213*
    - Student Support Programs-*Rm 134*
    - Testing Center-*Rm 135*
    - Undeclared Majors-*Rm 115*
    - Veteran Certification-*Rm 103*

25. Shelter Houses

26. Shirk Hall
    - Center for Technology Transfer
    - Institute for Economic Development-*North Wing*
    - KRPS FM-90-*South Wing*
    - Psychology Clinic and Family Counseling Laboratory
    - Surface Mining Section - Kansas Department of Health and Environment

27. Special Education

28. Storage House

29. Student Health Services
    - Health Services
    - Biofeedback

30. Tanner Hall/Tanner Annex
    - Co-ed Residence Hall

31. Timmons Chapel

32. Trout Hall
    - Co-ed Residence Hall

33. Weede Physical Education Building
    - Health, Physical Education and Recreation-*Rm 240*
    - Intercollegiate Athletics-*Rm 247*
    - Intramurals-*Rm 171*
    - Physical Fitness Center—Weight Room

34. Whitesitt Hall-School of Technology and Applied Science
    - Engineering Technology (construction, electronics, manufacturing, plastics)-*Rm 200*
    - HIX Commercial Screen Printing Laboratory-*Rm 216*
    - Industrial Arts and Technology-*Rm 98*
    - Printing-*Rm 120*
    - Dean-*Rm 99*
    - Printing Services-*Rm 120*

35. Willard Hall
    - Assistant Dean for Technology & Applied Science-*Rm 115*
    - Kansas Vocational Curriculum Center-*Rm 116*
    - Technical Education Center-*Rm 215*
    - Technical Education Department-*Rm 114*
    - VICA/HOSA Office-*Rm 209*
    - University Police & Parking Services-*Rm 103*

36. Wood Technology Building

37. Yates Hall
    - Mathematics-*Rm 210*
    - Physics-*Rm 307*
    - L. Russell Kelce Planetarium-*Rm 100*

Pittsburg State University

CONTENTS

CHAPTERS

Executive Summary	1
Introduction	3
A Review of FY 1992 Development Activities	8
Annual Giving	28
Planned Giving	44
Capital Campaign	49
The Pittsburg State University Foundation	53
Development Plans For Fiscal Year 1993	62

APPENDICES

Appendix 1	Annual Development Calendars	71
Appendix 2	Comparative CFAE Tables	84
Appendix 3	Office of Research Proposals and Grants	116
Appendix 4	Alumni of Record Policy and Statistics	117
Appendix 5	Phonathon Report	121
Appendix 6	Bequests to PSU Foundation Cumulative Record	128
Appendix 7	PSU Foundation Board of Trustees	136
Appendix 8	PSU Foundation By-laws	138
Appendix 9	PSU Foundation NACUBO Endowment Study FY 1991	146
Appendix 10	Volunteers on PSU Advisory Councils	154
Appendix 11	Centennial Vision 2003	163

TABLES

Table 1	Total Private Funds Received	13
Table 2	Office of Research Private Support for FY 1992	14
Table 3	Comparison of Sources of Private Funds Received	15
Table 4	Comparison of Alumni of Record, Solicited, Donors	16
Table 5	Foundation Gifts	20
Table 6	Five-Year Comparison of Matching Gift Support	22
Table 7	Five-Year Comparison of Business Cash Gift Support	24
Table 8	Five-Year Comparison of Business Inkind Gift Support	26
Table 9	Five-Year Comparison of Total Business Support	27
Table 10	Annual Fund Receipts	28
Table 11	Annual Fund Restricted and Unrestricted Gifts	29
Table 12	Local Individual and Business Donors	31
Table 13	Five-Year Comparison of Faculty/Staff Support	33
Table 14	Direct Mail Donors and Receipts	34
Table 15	Direct Mail Comparative Data/FY 1991 and FY 1992	34
Table 16	Direct Mail Responses and Average Gift	35
Table 17	Phonathon Pledge Totals From 1979 to 1992	36
Table 18	Comparison of Phonathon Totals/FY 1991 and FY 1992	37
Table 19	Phonathon Restricted and Unrestricted Gifts	38
Table 20	Five-Year Comparison of the Athletic Fund	40
Table 21	Athletic Endowment Funds	41
Table 22	Cumulative Bequest Record	46
Table 23	The Centennial 2003 Fund Distribution	51
Table 24	The Centennial 2003 Fund Projected Annual Receipts	52
Table 25	PSU Foundation Investment Funds	56

EXECUTIVE SUMMARY

1. Total private support for Pittsburg State University for FY 1992 was $3,604,416 that included $3,361,583 received through the Foundation and $242,833 through the Office of Research. (8, 13)

2. Total private support for Pittsburg State University in FY 1991 was $2,169,447. Among 151 peer public comprehensive colleges and universities reporting to the Council For Aid To Education, PSU's total ranked 41st in the nation (top 27 percent) while dollars raised per-student-enrolled ranked Pittsburg State University 21st (top 14 percent) nationally. Of those ranked ahead of PSU, all had a larger enrollment while most were two to six times as large. (8-10)

3. According to the most recent CFAE report for FY 1991, 4,937 alumni donors, 17.09 percent of those solicited, made a gift to PSU compared to 15.50 percent nationally in peer public comprehensive institutions. For FY 1992, alumni donors increased from 4,947 to 5,834. This growth resulted in an increase in the solicitation percentage effectiveness ratio from 17.09 percent for FY 1991 to 19.94 percent in FY 1992. National figures for FY 1992 will be available in the summer of 1992. (15-18)

4. Foundation support of Pittsburg State University amounted to $34,025 for FY 1992. The Office of Development generated all of this support. (18-20)

5. Business support in FY 1992 amounted to $926,739 (25.71 percent) compared to $1,223,009 (56.37 percent) for FY 1991. Nationally, the percentage of business support of the total funds received by all public comprehensive colleges and universities stood at 33.9 percent for FY 1991. (20-27)

6. The Office of Development Annual Fund increased to $633,955 in FY 1992 compared to $623,916 in FY 1991. The Office of Research funds decreased to $242,833 in FY 1992 compared to $300,918 in FY 1991. The combined Annual Fund decreased to $876,828 in FY 1992 compared to $924,834 in FY 1991. (28)

7. Local support (Crawford and Cherokee Counties) to the University (all categories) amounted to $337,612 in FY 1992 compared to $346,029 in FY 1991. (30-33)

8. Faculty and Staff support of the University amounted to $83,974 in FY 1992 compared to $64,421 in FY 1991. Donors decreased to 320 in FY 1992 compared to 330 in FY 1991. (33)

9. The Phonathon generated $196,741 in pledges in FY 1992 compared to $193,378 in pledges in FY 1991. The fourteen-year record of funds pledged through the Phonathon totaled $1,688,623. (36-38)

10. The Athletic Fund for current operations increased to $123,717 in FY 1992 compared to $111,937 in FY 1991. The Athletic Endowed Scholarship Fund increased from $388,693 in FY 1991 to $422,087 in FY 1992. (38-43)

11. Bequests received during FY 1992 accounted for $1,829,841 of the total received of $3,604,416 (50.77 percent). During the years 1980-1989, the University received $1,745,396.73 from 30 bequests. For the fiscal years 1990, 1991, and 1992, the University doubled that total with receipts of $3,638,171.86. (45-47)

12. The Pittsburg State University Foundation Investment Funds (Market Value) amounted to $12,226,605 at the end of FY 1992 compared to $9,666,352 at the end of FY 1991. Total Foundation assets stood at $13,726,605 which included real estate holdings valued at $1,500,000. The Funds increased through additions and earnings from $3,264,859 in FY 1986 when the United Missouri Bank, Kansas City, was engaged as investment manager of the portfolio. Foundation investment funds have increased in eight years (FY 1985-FY 1992) from $2,162,914 to $12,226,605 (565 percent). In a comparative study of the 151 comprehensive colleges and universities reporting to the Council For Aid To Education for FY 1991, the Pittsburg State University Foundation ranked 19th (top 12.58 percent) in total size and 10th (top 06.62 percent) in terms of dollars of investment funds for each enrolled student. For FY 1990, (152 comprehensive colleges and universities reporting) the PSU Foundation ranked 19th (top 12.50 percent) in total size and 6th (top 03.94 percent) in dollars ($2,083.46) of endowment per student. (53-61)

13. The development report for FY 1991, <u>Development Achievements at Pittsburg State University For Fiscal Year 1991</u>, was published by the Educational Resources Information Center (ERIC) at George Washington University and became a national resource for development information. ERIC has published the last five PSU development reports. (4)

INTRODUCTION

The 1992 Higher Education Directory reports a total of 3649 institutions of higher education in the United States. Of this total 1981 derive their support as public colleges and universities while 1568 function as private institutions. The public institutions enroll more than seventy-five percent of all students. Fewer than a third of these 3649 institutions report to the Council On Aid To Education.

In the FY 1991 survey used for this report, the Council On Aid To Education identified 3,389 institutions of higher education and mailed questionnaires to almost 3,000 of these institutions. Of that total, 1055 institutions participated in the 1991 CFAE report. Since the first survey began in 1954-1955, at no time have half of the institutions reported on the private support they receive. The Council estimates, however, that the statistics it gathers account for about eighty-five percent of the total voluntary support received by colleges and universities in the United States.

As the decade of the 1990s unfolds, the question of how much private support can American colleges and universities expect remains as yet unanswered. Questions about the extent of economic growth in the 1990s persist. Public confidence about higher education appears stable. These twin components of increasing private support, economic

growth and public confidence, will determine ultimately how successful development programs will be in the 1990s.

Pittsburg State University Development Achievements for Fiscal Year 1992 is the ninth report prepared by the Vice-President for Development and Public Relations. This report includes an overview of the development program with an analysis of the achievements in FY 1992 as compared with 151 other comprehensive public universities reporting to the Council For Aid To Education. Chapters devoted to annual giving and planned giving as well as the Pittsburg State University Foundation provide further information about development activities. The report includes planning for The Campaign For Pittsburg State University: Centennial 2003 Fund. A careful analysis and evaluation of the data contained in previous reports has aided the Office of Development in refining its statistical information.

The eighth annual report, Development Achievements at Pittsburg State University For Fiscal Year 1991, was published in the Educational Resources Information Center (ERIC) Microfiche Collection and indexed in Resources in Education (George Washington University: Clearinghouse on Higher Education, May 1992), ED340321.

Pittsburg State University has formally secured private support for forty-one years since the organization of the Endowment Association in 1951. The history of private support extends to 1907 when the people in Pittsburg raised $150,000 to rebuild Russ Hall that had burned. The Division

of Development and Public Relations came into being in the summer of 1984. In 1985, the Alumni Foundation, established in 1970, and the Endowment Association merged to become the Pittsburg State University Foundation, Incorporated. In 1986, the PSU Foundation employed the United Missouri Investment Council Service of the United Missouri Bank, Kansas City, to manage Foundation assets. Investment funds have increased six-fold since 1984.

For the past eight years (Fiscal Years 1985-1992), the University has reported on its development program to the Council For Aid To Education (CFAE). Reporting to the Council For Aid To Education signifies that the University is serious about its efforts. Planning and evaluation with peer comparisons enables the University to achieve its objective of a strong private-support program. In 1984, about one-third of the public comprehensive colleges and universities, members of the American Association of State Colleges and Universities, reported to CFAE. In 1991, about one-half of these colleges and universities reported to CFAE.

The entire Division of Development and Public Relations has worked untiringly to achieve success in Pittsburg State University's development program. The Office of Alumni Relations fosters a number of programs that contribute to donor awareness of University needs. The Alumni Chapter meetings and the Half Century Reunion, as well as the regular class reunions, all add to the total program of

securing private resources for the University. The Office of Alumni Relations appointed a Director of Memberships in 1990 to increase the number of Alumni Association members. That program has proved successful. Other programs that assist the University's Office of Development are the Alumni Directory and the Visa card program. The Alumni Association published the second Alumni Directory in 1991. The Visa card program identifies a group of alumni especially loyal to the University.

The Office of Public Relations aids the development program in the preparation of materials, the reporting of the events and success stories, and in countless other ways. The Office of Public Relations, in cooperation with the Vice President for Development and Public Relations, has instituted a comprehensive publication program for the University. Newsletters have been established for the four schools as well as for intercollegiate athletics. Of special note is the Pittsburg State University Magazine first published in FY 1990 and mailed to all donors and members of the alumni association. During FY 1993, the University will publish two issues of Volume IV of the magazine. The second general publication, the Pittsburg State University Report: A Newsletter for PSU Alumni and Friends, will appear twice in FY 1993 for all alumni providing news about the University, its students, faculty and staff, and alumni.

The development staff of truly professional people contribute technical and professional skills to the daily operation of the program. The Foundation News, the news letter of the Pittsburg State University Foundation, gave tribute in the fall of 1992 to about 1,000 volunteers who assisted the University in its development activities in FY 1992. These volunteers included solicitors in various campaigns, members of advisory councils, and others who performed a myriad of services. Two retired University professors, notable among these volunteers, direct alumni chapter relations and student scholarships. A successful development program requires the knowledge and skills of many people. Pittsburg State University is fortunate indeed to have an abundance of talented people, both full-time professionals and volunteers, to further private support.

The paramount objective of Pittsburg State University's development program is to provide funding beyond the state support in order to distinguish the University among its peers in the United States. That worthy ideal provides a challenge to the private donor to assist the University in fulfilling its mission. It also serves to challenge those who strive to serve the University in the rewarding efforts of securing ever increasing resources to meet the growing needs of a thriving educational enterprise.

Joseph G. Smoot

Pittsburg, Kansas
January 29, 1993

A REVIEW OF FY 1992 DEVELOPMENT ACTIVITIES

In Fiscal Year 1992, Pittsburg State University attained a new record in private support topping the $3,500,000 mark. This became the second year during the past three that the University exceeded $3,000,000 in private support. At the meeting of the Pittsburg State University Foundation trustees on July 31, 1992, Dr. Joseph G. Smoot, Vice President for Development of the University and Executive Director of the Foundation, announced that total funds received for FY 1992 amounted to $3,604,416. Of this sum, the Office of Research generated $242,833 in private support.

Total private support for the University for FY 1991 was $2,169,446. Of that total, the Pittsburg State University Foundation received $1,868,529 and the Office of Research secured $300,918 from private sources. In FY 1990, the total private funds received by Pittsburg State University amounted to $3,138,308. The University gratefully acknowledges the thousands of donors each year by publishing their names in an annual issue of the Pittsburg State University Magazine. This magnificent private support enables the University to accomplish far more than it could on public support alone.

In December, after the end of the fiscal year on June 30, the University submits a report of private support to the Council For Aid To Education (CFAE). The Council

compiles these reports by types of institutions and publishes the following summer a combined report, Voluntary Support of Education. Comparative data from this CFAE report is always a year old when used to measure the effectiveness of a development program. The CFAE report, however, provides integrity in using comparative data concerning private support of American higher education. Pittsburg State University began reporting to the Council On Aid To Education in the fall of 1984. The PSU data for FY 1984 appeared in Voluntary Support of Education, 1983-1984, in the late spring of 1985.

The University's record of $2,169,447 for FY 1991 ranked Pittsburg State 41st in the country among 151 regional public colleges and universities reporting to CFAE. The $3,138,308 reported for FY 1990 ranked Pittsburg State University 31st among the 152 regional state colleges and universities reporting to CFAE that year.

In Appendix 2, 151 CFAE public comprehensive institutions are listed alphabetically and according to Total Dollars Raised, Dollars Raised Per Student, and Enrollment (Tables 1, 2, 3, and 4). Pittsburg State's $2,169,447 received in FY 1991 gave the University a comparative ranking of 41st (top 27 percent) among the 151 institutions. In analyzing the dollars received per student, Pittsburg State University ranked 21st (top 14 percent) among the 151 institutions. In total enrollment, Pittsburg State University ranked 99th among the 151

institutions. The ranking by total number of students supports the conclusion that Pittsburg State University's private support is superior by an important measure of the total effectiveness of the funds received. Probably the most important measure of private funding consists of their total impact on the institution as measured by the number of students enrolled.

Of the forty institutions ranked ahead of Pitt State's 41st position in Total Dollars Raised, none had a smaller enrollment than Pitt State, four were slightly larger, while the remaining thirty-six enrolled at least two to six times as many students as Pittsburg State University. Most institutions ranked higher than Pittsburg State University not only have larger enrollments and more alumni, but also are generally located in urban areas with greater access to broader corporate and foundation support.

Pittsburg State University has formally selected six peer regional public universities for comparative purposes with respect to state funding. These universities, located in all areas of the United States, serve as peers because they have similar programs to those at Pitt State. The peer universities are Northern Arizona University, Western Carolina University, Murray State University, Eastern New Mexico University, Central Oklahoma University, and Eastern Washington University.

Two of these universities, Western Carolina and Murray State, reported to the Council For Aid To Education for FY

1991. Neither of the two universities secured more private funds than Pittsburg State University. Both had larger in enrollments although Pittsburg State University raised more dollars per student than either of the two peer universities. Pitt State's $366.58 per student exceeds Murray State's $199.74 and Western Carolina's $119.51 by a significant margin in measuring the impact of private resources on the institution. It is gratifying to know that Pittsburg State University has a stronger development program than any of its peer universities.

Resource development for American higher education has become one of the most important occurrences in recent years. Regular sources of support, whether from sponsoring organizations, tax dollars, or endowment income, have been unable to do much more than keep funding at a status-quo level. Some slippage has occurred perhaps more in the private sector than in the public with the support uneven in both areas. Some private and public institutions have fared rather well, others have not.

All development activities at Pittsburg State University focus on the two major efforts of Annual Giving and Planned Giving. The development report format for Fiscal Year 1992 will reflect the emphasis given to current and deferred giving.

The Annual Giving programs include the University Fund and the Athletics Fund. For the University Fund, the Development Office conducts a Community Campaign in November

(includes campaigns for faculty and staff as well as for the community), a Direct Mail effort with three basic mailings, and the Phonathon occurring in February and March. A limited number of additional mailings are made throughout the year. The Athletic Fund receives support from a spring Community Campaign, solicitation of lettermen, the Athletic Association, the annual Gorilla Golf Day, and other special fund-raising efforts.

The Office of Development successfully completed the Campaign For Distinction during the 1990 Fiscal Year. Pittsburg State University had never attempted a capital campaign before launching this effort in the spring of 1986. The Campaign passed the goal of $9,844,000, reaching $10,004,776. Planning began in FY 1991 for a new capital campaign and continued through FY 1992.

Table 1 gives the total gifts to Pittsburg State University for the past thirteen years by gift types. The three types are current, endowment, and capital gifts. It should be noted that current funds provide support for student scholarships, faculty research and professional development, equipment, and other educational needs that can only be met through private funds.

The Annual Fund posted an impressive achievement in FY 1992; the $633,995 was the largest amount ever received by the Office of Development. The Director of Annual Giving provided outstanding leadership in accomplishing this record. The Annual Fund is well on the way to the goal of

$1,000,000 that the Office of Development projects for it in the near future. Endowment reserves include both permanent and quasi-endowment accounts. The amount added to the endowment fund in FY 1992, $2,179,206, continues to be a strong component of the development achievements. Inkind gifts have largely gone to the School of Technology and Applied Science. It would be difficult to imagine how the faculty in this School could offer its programs without having developed this substantial equipment support. In FY 1992, the University received inkind gifts amounting to $481,522 which represented a significant decrease compared to the previous year's total of $626,927. Fluctuations do occur in this aspect of private support.

TABLE 1
TOTAL PRIVATE FUNDS RECEIVED

Fiscal Year	Total Gifts	Current	Current Research	Endowment	Capital Purpose	Inkind
1980	411,315	241,647		147,207		22,461
1981	603,675	165,112		347,274		91,289
1982	1,106,388	181,338		767,969		157,081
1983	495,316	266,512		178,885		49,919
1984	889,421	311,904		121,002		456,515
1985	1,329,986	344,664		501,133		484,189
1986	1,360,730	496,345		287,308	81,162	495,915
1987	2,067,069	399,643		1,040,090	60,002	567,334
1988	2,002,536	495,567	171,628	800,191	65,001	470,149
1989	2,495,876	493,989	128,472	1,339,846	220,602	312,967
1990	3,138,308	585,318	85,731	1,958,914		508,345
1991	2,169,447	623,916	300,918	432,081	185,605	626,927
1992	3,604,416	633,995	242,833	2,179,206	66,860	481,522

Of the $3,604,416 total in private University funding, for FY 1992, the Office of Research received $242,833 of the

funds. Table 2 records the sources and amounts for these private funds which came to the University to support instruction and research. This is the fifth year that the Office of Development has reported these funds secured from private sources to the Council For Aid To Education. Appendix 3 provides a complete report of Office of Research Proposals and Awards for FY 1992. The Office of Research receives contract and grant funding primarily from

TABLE 2
OFFICE OF RESEARCH PRIVATE SUPPORT FOR FY 1992

Corporations/Business	Grant Amount
General Motors Corporation	$ 152,429
Great Plains Diabetes Research, Inc.	6,632
Miles Agriculture Division	7,950
North Central Aqua	29,000
Sunflower Army Ammunition	5,242
Superior Industries	41,580
Total FY 1992	$ 242,833

government agencies although some support comes from the private sector.

Table 3 identifies the sources of the $3,604,416 in private funds secured by the Office of Development in FY 1992 with comparative data for Fiscal Year 1991 according to categories established by CFAE. Gifts from business decreased while the category of others multiplied dramatically to account for the sixty-six percent increase in FY 1992 compared to FY 1991.

An analysis of the sources of the FY 1992 Pittsburg State University private funds will enable us to make

TABLE 3
COMPARISON OF SOURCES OF PRIVATE FUNDS RECEIVED
IN FY 1991 AND FY 1992

Source	Total Funds FY 1991	Total Funds FY 1992
Alumni	$ 614,702	$1,206,312
Parents	995	1,225
Others	269,084	1,418,024
Foundations/Research	22,000	
Foundations/Development	21,852	34,025
Corporations/Business/Research	278,918	242,833
Corporations/Business/Development	878,163	608,456
Corporations/Business Matching	65,928	75,450
Religious Organizations	100	115
Other Organizations	17,705	17,976
Total	$2,169,447	$3,604,416

comparisons in these categories with other regional comprehensive institutions reporting to CFAE. The following appraisal of the sources of the University's private support conforms to the same categories listed in Table 3.

Alumni. All donors to the University are important in securing maximum private funding. Alumni donors form the nucleus of all University private support. The weekly reports identify donors individually with gift amounts. The Office of Development must continue to improve donor classification and tracking. A large percentage of the total dollars secured from private sources comes from donors who give $100 or more. These individuals have demonstrated their interest and commitment, and the University has a rich resource in these friends.

Table 4 records information about the number of alumni of record, those solicited, the number who responded, and the solicitation effectiveness expressed in the percentage of donor respondents. The Office of Development established a policy in FY 1991, in counsel with the Council For Aid To Education, concerning the method used to determine the alumni of record. The policy statement along with calculations for the data used in Table 4 may be found in Appendix 4 of this report. As previous data contain a

TABLE 4
COMPARISON OF ALUMNI OF RECORD, SOLICITED, AND DONORS

Year	Alumni Record	Alumni Solicited	Alumni Donors	Effectiveness PSU	Effectiveness Others*
1991	32,050	28,894	4,937	17.09 (FY91)	16.90 (FY90)
1992	32,455	29,263	5,834	19.94 (FY92)	15.50 (FY91)

*Comprehensive public institutions

different method of calculation, accurate national comparisons begin with CFAE FY 1991 data. It should be noted in the comparisons in Table 4, the percentages for PSU are the most recent fiscal year while those of other comprehensive institutions are for the prior fiscal year. Thus, in FY 1992, the comparative data reveals that PSU had a 19.94 percent solicitation effectiveness while the data for other comprehensive institutions will not be available until CFAE publishes its next report for FY 1992.

In reviewing this data, 17.09 percent of PSU alumni in FY 1991 made a gift to the University compared with 15.50 percent from other public comprehensive institutions. In FY 1992, 19.94 percent of PSU alumni made a gift to the University which represented an increase of 2.85 percent in one year. This increase of almost three percent in one year suggests an effective alumni donor relations program. In future years tracking this particular statistic will enable the Office of Development to gain even greater support for the University. Finally, Pittsburg State University's alumni supported the University only slightly less in FY 1991 than the 18.5 percent of alumni of public research universities who gave to their universities.

Parents. The Office of Development has not begun an active parent's program. The University does sponsor a Family Day in the autumn in conjunction with a home football game. The Office of Development needs to identify the second and third-generation students through alumni research and plan special strategies in approaching them. Families committed to the University over several generations make strong supporters. The University must experiment with a parent support program. One possibility, a model used at some universities, allows parents to become associate members of the PSU Alumni Association. That might identify a group of parents who wish to associate themselves more closely with the University.

Clearly, Pittsburg State University alumni have exceeded national percentages of support for comprehensive institutions. The 19.94 percent of PSU alumni who made a gift to the university in FY 1992 need careful nurturing to make certain that the continue their support. An increase of almost three percent in one year suggests an effective alumni donor relations program. Tracking this particular statistic will enable the Office of Development to gain even greater support for the University through an increasingly effective alumni donor relations program.

Others. The University is extremely fortunate to have a strong base of support from non-alumni individuals. Table 3 reveals that this group gave $1,418,024 to the University in FY 1992 which accounted for 39.34 percent of the total funds received. A bequest gift of $1,000,000 accounted for the enormous increase. In FY 1991, the group gave $269,084 of the private funds that came to the University amounting to 12.40 percent of the total. In FY 1990, non-alumni individuals gave $312,276, which represented 08.66 percent of the total funds received from private sources. The challenge of attracting friends who are not alumni will continue to occupy the attention of the Office of Development for these persons have demonstrated great loyalty and support in a significant manner to Pittsburg State University.

Foundations. Pittsburg State University has not attracted significant Foundation support. As previous

reports have demonstrated, Kansas has only minimal Foundation resources; they are practically non-existent in southeast Kansas. Competing with research universities and private institutions for national foundation dollars is extremely difficult for Pittsburg State University.

Increasingly, Pittsburg State University must enter this competition for Foundation support. Some of the new Institutes and Centers may launch innovative programs that will attract Foundation support. The research into Foundation giving patterns, the identification of potential University projects, and the preparation of proposals require the skills of a professionally qualified Director of Foundation Grants. PSU's program has not grown to the extent to warrant such an investment.

Table 5 reveals that the University, through the Office of Development received $302,006 from Foundations since 1980. The highest total for one year was in FY 1988 when the University received $72,002 in Foundation gifts through the Office of Development. In FY 1992, Pittsburg State University secured $34,025 in Foundation grants with two of these more than $5,000. It should be noted that Foundation gifts of $5,000 or more are recorded in the Foundation Grants Index which gives visibility to colleges and universities attracting such support. Foundation grants are in a certain sense an index of quality when measuring universities. It is for this reason, among others, that Pittsburg State University should expand its efforts to

attract more Foundation dollars. One solution to secure more Foundation support may be to attract a volunteer

TABLE 5
FOUNDATION GIFTS

YEAR	AMOUNTS	$5,000+ GIFTS
1980	$ 8,200	1
1981	11,450	1
1982	4,500	0
1983	9,895	0
1984	7,350	0
1985	32,475	2
1986	18,250	1
1987	22,575	1
1988	72,002	3
1989	30,432	1
1990	29,000	2
1991	21,852	2
1992	34,025	2
Total	$302,006	16

professional who might devote a few hours each week to preparing grant proposals. During the last decade, the University has achieved considerable academic advancement which makes Foundation support more feasible in the future.

Corporations and Businesses. Pittsburg State University continues to build on a growing relationship with business and industry to foster integral connections for the welfare of the University's faculty and students. Opportunities for faculty experience through consulting and research creates a favorable tie to the work place. Moreover, the teaching of special courses in the corporate setting is another link to the business world. Student

internships and job placement in productive business careers adds to the inseparable ties that must exist between a university and the economic institutions that make the fabric of modern society.

Pittsburg State University has developed the components of a successful corporate relations program. This includes extensive use of the advice of business and industry leaders on University advisory committees. The involvement of the faculty in various corporate settings makes the interchange reciprocal. University leadership in economic development efforts in Pittsburg and the region contributes a significant factor. Through the leadership of University Officers and the establishment of the Institute of Economic Development and the Center for Technology Transfer, the University has strengthened linkages to the business community.

Support for PSU from business and industry comes through matching gift programs, direct grants to the University of both a restricted and unrestricted nature, and inkind gifts.

The Matching Gift Program forms a vital component of the University's development efforts. The Council for Advancement and Support of Education (CASE) serves as the national clearinghouse for corporate matching gift information. Each year CASE publishes an extensive report giving information about matching gifts. The Office of Development makes good use of this information, especially

in the phonathon conducted in February. Table 6 gives a comparison of matching gift support for the past five years. Included in the five-year comparison is national data from the Council For Aid To Education report, Voluntary Support of Education.

TABLE 6
FIVE-YEAR COMPARISON OF MATCHING GIFT SUPPORT

Fiscal Year	1988	1989	1990	1991	1992
Number of Companies	118	112	118	131	129
Number of Gifts	396	348	341	412	454
PSU Matched Dollars	$61,643	$52,311	$60,890	$65,928	$75,450
Average PSU Matched Gift	156	150	179	160	166
Average Institution Nationally	$27,682	$32,924	$38,019	$38,749	
Average National Matched Gift	161	169	162	168	

For FY 1992, 129 companies matched 454 gifts for a total of $75,450. This constituted the highest number of companies in the past five years. The matched gift funds received in FY 1992 represent an increase for the third straight year and the largest total received during the five-year comparative period. The average matched gift for FY 1992 was $166 compared to $160 in FY 1991 and $179 in FY 1990. FY 1989 matched gifts of $52,311 were the lowest in

the five-year comparative record. The 129 matching gift companies that supported the University in FY 1992 decreased slightly over the 131 companies in FY 1991. The FY 1991 total of 131 companies constitutes the highest total of matching gift companies in the five-year comparative record. The 454 matched gifts in FY 1992 are the largest number received in the five-year period. (See Development Achievements For FY 1991).

Of the 151 comprehensive public institutions reporting to CFAE in FY 1991, 126 had a matching gift program. These 126 public comprehensive institutions averaged $38,749 in FY 1991 compared to $38,019 in FY 1990. Pittsburg State University's $65,928 total in FY 1991 constituted 58.77 percent more than was received by the average public comprehensive institution in FY 1991.

The average matched gift in FY 1991 for public comprehensive institutions was $168 compared to $162 in FY 1990. The average matched gift for Pittsburg State University in FY 1992 was $166 compared to $160 in FY 1991 and 179 in FY 1990.

Pittsburg State University does very well in securing matching gifts. The Office of Development, however, needs to monitor this program to make certain that qualifying donors know that their gifts can be matched. A review of the matching gift program will be conducted in the spring of 1993.

In assessing Business Gifts in FY 1992 exclusive of matching gift support, 317 companies gave $198,892 in cash for current operations, capital purposes, and endowment funds which represents a decrease over the previous fiscal year. The Office of Research generated $242,833 in private support for current operations for a combined total of $441,725 in FY 1992, the second highest total in the five-year period. For FY 1991, 318 businesses gave $349,447 in cash, and the Office of Research produced $278,918 in business support which brought the FY 1991 total to $628,365. Table 7 records the five-year comparative

TABLE 7
FIVE-YEAR COMPARISON OF BUSINESS CASH GIFT SUPPORT

FISCAL YEAR	TOTAL COMPANIES	OFFICE OF DEVELOPMENT*	OFFICE OF RESEARCH+	TOTAL GIFTS
1988	225	219,541	132,583	352,124
1989	256	188,677	120,177	308,854
1990	319	210,721	65,731	276,452
1991	318	349,447	278,918	628,365
1992	317	198,892	242,833	441,725

Does not include *matching gifts or +foundation funds

record for business cash gifts to Pittsburg State University. The cash gifts from business have not been as steady as one would like to see. The Office of Development needs to do further analysis of these figures in order to develop strategies to stabilize business support of the University.

The primary base for this business support comes from Pittsburg through the autumn community campaign and the

spring athletic scholarship drive. The public radio station, KRPS, receives regional business support through its underwriting program. Other major business support comes from Phillips Petroleum Corporation. All in all, the local community campaign appears to be effective in its organizational approach of uniting community friends and University personnel in a joint fund-raising effort for Pittsburg State.

This particular area of PSU's development program can be expanded even more. Contacts with larger companies in southeast Kansas and elsewhere will return increasing financial assistance. Expansion of contacts and emphasis on larger gifts from regular contributors will produce more support from the business community in the years ahead. The addition of fund raising for KRPS-FM will attract additional business commitments. The Office of Development plans to review business support for the past three fiscal years and develop a strategy to attract wider involvement.

The third area of business support to Pittsburg State University is through Inkind gifts. The inkind gifts included acquisitions of useful technology equipment, automobiles for automotive technology, and printing equipment and supplies. Other inkind gifts useful to the University include valuable books and materials for the library. According to the FY 1991 Council For Aid To Education report, Voluntary Support Of Education, 1991, 1,059 colleges universities reported inkind gifts totaling

$1,236,216,000 for an average of $1,182,000 for each institution compared to a total of $1,252,339,000 for an average of $1,183,000 for each institution in FY 1990. Table 8 records the five-year comparative totals of business inkind support to Pittsburg State University.

TABLE 8
FIVE-YEAR COMPARISON OF BUSINESS INKIND GIFT SUPPORT

FISCAL YEAR	TOTAL COMPANIES	TOTAL BUSINESS	TOTAL OTHERS	TOTAL INKIND
1988	82	412,417	122,733	535,150
1989	72	282,292	30,675	312,967
1990	112	310,559	197,786	508,345
1991	113	528,716	98,211	626,927
1992	108	409,564	71,958	481,522

In FY 1992 at Pittsburg State University, 108 companies and individuals gave inkind gifts valued at $481,522 compared to 113 companies and individuals who gave $626,927 in FY 1991. Companies and individuals that supported the University through inkind gifts have made a significant contribution to higher education. In the five-year comparative period the University has received $2,464,911 in inkind gifts.

In summary, the total cash and inkind contributions Pittsburg State University received from corporations and businesses for FY 1992, including Office of Research grants, amounted to $926,739 compared to $1,223,009 for FY 1991. For FY 1992, the $926,739 of business contributions amounted to 25.71 percent of the total funds received of $3,604,416.

For FY 1991, it was 56.37 percent of the total funds received. A large individual bequest explains the lower percentages in FY 1990 and FY 1992. Table 9 gives the total business support to Pittsburg State University in a five-year comparative period.

TABLE 9
FIVE-YEAR COMPARISON OF TOTAL BUSINESS SUPPORT

FY	BUSINESS MATCHING	BUSINESS CASH	BUSINESS RESEARCH	TOTAL CASH	BUSINESS INKIND	TOTAL BUSINESS
1988	61,643	219,541	132,583	413,767	412,417	826,184
1989	52,311	188,677	120,177	361,165	282,292	643,457
1990	60,890	210,721	65,731	337,342	310,559	647,901
1991	65,928	349,447	278,918	694,293	528,716	1,223,009
1992	75,450	198,892	242,833	517,175	409,564	926,739

As reported in Voluntary Support Of Education, 1991, business/corporate support for public comprehensive institutions in FY 1991 constituted 33.9 percent of the total support received, on the average, by public comprehensive colleges and universities. This source of development funds will be a continuing anchor for private support for the University.

Religious Organizations. Pittsburg State University does not actively seek gifts from religious organizations but does receive minor gifts periodically.

Other Organizations. In this category, the University receives occasional cash gifts from various professional groups, usually for a current scholarship fund or another specific purpose.

ANNUAL GIVING

The Pittsburg State University Annual Fund has become an established component of the development program. The University depends on the Fund to finance on-going educational needs including current scholarships which constitute one of its major contributions. The following comparative report in Table 10 presents the record of the Annual Fund for the past fifteen years.

TABLE 10
ANNUAL FUND RECEIPTS

Year	Foundation Funds	Dollar Increase Decrease-	Percent Increase Decrease-	Research Funds	Dollar Total
1978	67,000				67,000
1979	90,000	23,000	34.32		90,000
1980	111,000	21,000	23.33		111,000
1981	152,000	41,000	36.94		152,000
1982	181,000	29,000	19.08		181,000
1983	264,000	83,000	45.86		264,000
1984	315,000	51,000	19.32		315,000
1985	402,130	87,130	27.66		402,130
1986	496,345	94,215	23.43		496,345
1987	399,643	96,702-	19.48-		399,643
1988	495,567	95,924	24.00	171,628	667,195
1989	493,989	1,578-	00.31-	128,472	622,461
1990	585,318	91,329	18.49	85,731	671,049
1991	623,916	38,598	06.59	300,918	924,834
1992	633,995	10,079	01.62	242,833	876,828

The Annual Fund increase to $633,995, compared to $623,916 in FY 1991, represents a small growth of almost two percent. The Office of Development projects reaching the $1,000,000 goal, exclusive of Office of Research funds, in annual giving in the next few years. Two programs designed

to achieve this goal began operation in FY 1992. The Class Agent Program, inaugurated in fiscal year FY 1992 achieved notable success in the first year of operation. The Alumni Network long distance telephone service, offered to alumni in FY 1992, permits donors to designate a 10 percent long distance savings to the University. For five years, the Office of Research receipts have been included in the Annual Fund totals which brought the cumulative total to over $600,000 for the fifth consecutive year and to near the $1,000,000 level in FY 1991.

Table 11 provides an analysis of the Annual Fund receipts by purpose. The Annual Fund total of $633,995 for

TABLE 11
FIVE-YEAR COMPARISON OF ANNUAL FUND RESTRICTED AND UNRESTRICTED GIFTS

Year	Annual Fund	Unrestricted	Restricted General	Restricted Athletics	Restricted KRPS
1988	495,567	147,085	225,998	121,669	815
1989	493,989	158,561	181,452	117,153	36,823
1990	585,318	175,872	234,985	129,772	44,689
1991	623,916	190,018	272,462	111,937	49,499
1992	633,995	200,859	232,905	122,578	77,653

FY 1992 included $200,859 in unrestricted support, $232,905 restricted, $122,578 restricted to athletics, and $77,653 restricted to KRPS. The Annual Fund has realized a 21.83 percent increase in FY 1992 compared to the $495,567 total in FY 1988. It also represents a 1.59 percent increase over the $623,916 received in FY 1991.

Unrestricted funds of $200,859 in FY 1992 increased 5.40 percent compared to the $190,018 raised in FY 1991. For the five-year period, unrestricted funds have increased 26.77 percent with a total of $147,085 for FY 1988 compared to $200,859 in FY 1992. Restricted funds have increased 2.97 percent in the five-year period from $225,998 to $232,905 in FY 1992. Restricted funds for athletics increased only slightly in the five-year period from $121,669 in FY 1988 to $122,578 in FY 1992. The Athletics Fund has remained relatively constant during the five-year period. Funds restricted to KRPS have increased during each of the past five fiscal years.

The need exists to continue to increase unrestricted funds to support more strongly such University activities as faculty development, research, and capital projects including equipment and property acquisitions. Moreover, the costs associated with the development program are partially funded through unrestricted dollars.

The University Fund--The Community Drive. The joining of the town and gown for development is an integral part of the University's portion of the Annual Fund. It consists of two parts, a local solicitation of businesses and individuals and the University faculty-staff campaign. The local Community Campaign occurred on October 27,1992. About sixty teams of two members each, one from the community and one from the University, made more than 400 contacts. The Chairman for the Drive, Mr. Michael Slack, wrote the

customary "door-opener" letter announcing the Campaign. An attractive brochure also highlighted University needs. At the breakfast hosted on October 30, team members could ask questions and secure instructions. The University Fund's Community Campaign and the Athletics Fund Scholarship Campaign each contact all potential donors.

TABLE 12
LOCAL INDIVIDUAL AND BUSINESS DONORS

	NUMBER OF CONTRIBUTORS			AMOUNT GIVEN		
	Below $100	$100 & Above	Total	Below $100	$100 & Above	Total
INDIVIDUALS						
FY 1984	418	118	536	$9,511	70,836	80,347
FY 1985	425	145	570	10,167	67,453	77,620
FY 1986	479	142	621	11,365	91,550	102,915
FY 1987	577	423	1,000	12,907	83,580	96,487
FY 1988	555	282	837	16,482	353,295	369,777
FY 1989	671	275	946	23,196	821,160	844,356
FY 1990	704	356	1,060	23,462	255,001	278,463
FY 1991	677	367	1,044	20,512	187,800	208,312
FY 1992	764	417	1,181	21,860	202,907	224,767
	NUMBER OF CONTRIBUTORS			AMOUNT GIVEN		
	Below $100	$100 & Above	Total	Below $100	$100 & Above	Total
BUSINESSES						
FY 1984	1	35	36	$ 25	17,708	17,733
FY 1985	28	46	74	957	16,674	17,631
FY 1986	55	82	137	2,145	39,479	41,624
FY 1987	53	97	150	2,077	40,584	42,661
FY 1988	62	103	165	3,413	132,639	136,052
FY 1989	64	134	198	4,157	151,511	155,668
FY 1990	76	165	241	2,912	127,548	130,460
FY 1991	79	176	255	3,274	134,443	137,717
FY 1992	66	173	239	2,410	110,435	112,845

The comparative report in Table 12 for Fiscal Years through 1992, gives the number of individual and business donors from the local area who gave less than $100 and more than $100. It also gives the dollar totals. These figures are for all local giving through the Annual Fund to the University and not just the Community Campaign, although that effort is the largest portion. The towns used in identifying these donors are Arma, Columbus, Frontenac, Girard, Pittsburg, and Weir in Crawford and Cherokee Counties.

The total dollars from local individual contributors increased for FY 1992 from $208,312 in FY 1991 to $224,767 in FY 1992. Local business giving decreased in FY 1992 to $112,845 compared to $137,717 in FY 1991. When compared with FY 1987 and earlier years before the stadium renovation project attracted local dollars, the FY 1992 local business support reveals a healthy increase.

The total number of individual donors increased from 1,044 to 1,181 in FY 1992. The total number of business donors decreased to 239 in FY 1992 compared to 255 in FY 1991. The number of $100 and above individual donors increased to 417 in FY 1992 compared to 367 in FY 1991. The number of $100 and above business donors decreased to 173 in FY 1992 compared to 176 in FY 1991.

Clearly, the University has continued to attract a considerable number of donors in the local area and elsewhere. Planning has begun to identify donors in FY 1993

by county in Kansas and by state elsewhere. For Crawford County, the tracking system will include a profile of local community support. Individual and business donors will be tracked in the new system.

Another integral segment of local giving is the faculty/staff solicitation as a part of the local Community Campaign. The faculty/staff effort was planned by a committee chaired by Donald Viney of the College of Arts and Sciences. A letter went to all faculty and staff members requesting support. Individuals contacted persons in each department to encourage them to make a gift to their University. Table 13 gives a five-year comparison of faculty/staff support.

TABLE 13
FIVE-YEAR COMPARISON OF FACULTY/STAFF SUPPORT

FISCAL YEAR	NUMBER OF DONORS	AMOUNT GIVEN
1988	265	$69,363
1989	255	$65,300
1990	320	$72,328
1991	330	$64,421
1992	320	$83,974

Faculty/Staff donors remained somewhat constant for two years with 265 in FY 1988 and 255 in FY 1989. In FY 1990, faculty/staff donors increased to 320, to 330 in FY 1991, and returned to 320 in FY 1992. Faculty/Staff giving increased in FY 1992 with $83,974 given compared to $64,421 in FY 1991. The $64,421 total is the lowest in the past five years. Faculty/staff participation in the University's

development program should increase in future years. A new program that will make it easier to give through a payroll deduction plan should increase support from University employees.

The Direct Mail Campaign. Table 14 gives the number of donors and dollars received from direct mail efforts for FY 1988 through FY 1992. The total donors of 1,159 in FY 1991 and FY 1992 are the largest totals in the five-year comparative period. The $88,371 received in FY 1992 is the highest total for the five-year period.

TABLE 14
FIVE-YEAR COMPARISON OF DIRECT MAIL DONORS AND RECEIPTS

YEAR	NUMBER OF DONORS	AMOUNT GIVEN
1988	836	$54,908
1989	1,060	$50,414
1990	996	$70,421
1991	1,159	$82,537
1992	1,159	$88,371

The comparative record for FY 1991 and FY 1992 for the Direct Mail effort is detailed in Table 15. The three

TABLE 15
DIRECT MAIL COMPARATIVE DATA FOR FY 1990 AND FY 1991

CATEGORY	LETTERS MAILED		NO. OF GIFTS		$ RECEIVED	
	1990	1991	1990	1991	1990	1991
DIRECT MAIL #1	30,231	31,298	733	977	$56,777	$71,185
DIRECT MAIL #2	29,642	30,015	176	68	9,189	3,637
DIRECT MAIL #3	20,471	3,280	87	114	4,455	7,715
TOTALS	80,344	64,593	996	1,159	$70,421	$82,537

regular direct mailings for FY 1992 totaled about 9,000 more pieces than in FY 1991. The difference lies in the beginning of the Class Agent program. The number of donors increased by 134, and the total dollars increased $5,834 from $82,537 in FY 1991 to $88,371 in FY 1992. In Table 15, Direct Mail #2 contains 7,369 letters mailed in the Class Agent program while Direct Mail #3 contains 7,370 letters.

Table 16 gives a profile of the response rate and the average gift. The average gift of $68.35 in FY 1992 decreased slightly over the average gift of $71.21 in FY FY 1991. The average gift of $70.70 for FY 1990 and $71.21 in 1991 reversed the downward trend in the average gift size for FY 1988 and FY 1989. Since 1990, it has

TABLE 16
FIVE-YEAR COMPARISON OF DIRECT MAIL RESPONSES AND AVERAGE GIFTS

FISCAL YEAR	LETTERS MAILED	NUMBER RESPONSE	PERCENT RESPONSE	AVERAGE GIFT
1988	82,069	836	1.01	$65.67
1989	84,506	1,060	1.25	$47.56
1990	80,334	996	1.23	$70.70
1991	64,593	1,159	1.79	$71.21
1992	73,831	1,293	1.75	$68.35

remained relatively constant. The Office of Development needs to address this particular aspect of the direct mail program.

The response rate of 1.75 percent in FY 1992 continues the sharp increase over FY 1990 and earlier mailings. The percentage improved because of an excellent increase of

10.36 percent in responses. Target mailings must receive more attention in the future. The Office of Development plans to review the direct mail program in the spring of 1993.

The Phonathon. The fourteenth annual Pittsburg State University Phonathon received pledges of $196,641 in FY 1992 compared to $193,378 in FY 1991. Table 17 gives the record of the pledges received in the annual phonathons for each of the fourteen years. The 01.66 percent increase in pledges for FY 1992 continues the growth of the Phonathon as a vital part of the Annual Fund. Almost 300 alumni, faculty, students, and friends made telephone calls to some 8,850 alumni in FY 1992 compared to 6,988 in FY 1991. The enormous strength of this large number of volunteers aids

TABLE 17
PHONATHON TOTALS FROM 1979 TO 1992

FISCAL YEAR	AMOUNT PLEDGED	DOLLAR INCREASE	PERCENT INCREASE
1979	$ 26,085		
1980	39,341	13,256	50.18
1981	51,768	12,427	31.59
1982	63,303	11,535	22.28
1983	83,321	20,018	31.62
1984	109,955	26,634	31.97
1985	119,257	9,302	08.46
1986	134,571	15,314	12.84
1987	158,137	23,566	17.52
1988	164,025	5,888	03.72
1989	164,971	946	00.57
1990	183,770	18,799	11.40
1991	193,378	9,608	05.23
1992	196,641	3,363	01.66
Total	$1,688,523		

the Development Program not only through the time given but also the additional dollars given by a dedicated group of supporters.

The 1992 Phonathon consisted of 24 calling sessions. In addition, mini phonathons were held in Kansas City and Wichita, Kansas; St. Louis, Missouri; and Tulsa, Oklahoma. The full report of the Phonathon appears in Appendix 5.

Table 18 provides a comparison of the amounts received at each location in FY 1991 and FY 1992. Three phonathon locations realized gains in FY 1992 compared to FY 1991 while two locations had losses in pledges. Wichita posted a slight decline in total dollars pledged while Kansas City saw an increase in pledges. The Pittsburg base that reaches out nationally continues to excel in garnering support for the University.

TABLE 18
COMPARISON OF PHONATHON TOTALS FOR FY 1991 AND FY 1992

LOCATION	FY 1991	FY 1992
Pittsburg	$164,796	$174,619
Kansas City	10,855	11,847
Bartlesville	9,025	000
Tulsa	4,072	6,405
Wichita	3,185	2,870
Saint Louis	1,035	900
Springfield	410	000
Totals	$193,378	$196,641

Connie Kays, Director of Annual Giving, assisted by Ralf Thomas, Coordinator of Alumni Chapters, conducted the Phonathon. They attended to the myriad of details required

the Development Program not only through the time given but also the additional dollars given by a dedicated group of supporters.

The 1992 Phonathon consisted of 24 calling sessions. In addition, mini phonathons were held in Kansas City and Wichita, Kansas; St. Louis, Missouri; and Tulsa, Oklahoma. The full report of the Phonathon appears in Appendix 5.

Table 18 provides a comparison of the amounts received at each location in FY 1991 and FY 1992. Three phonathon locations realized gains in FY 1992 compared to FY 1991 while two locations had losses in pledges. Wichita posted a slight decline in total dollars pledged while Kansas City saw an increase in pledges. The Pittsburg base that reaches out nationally continues to excel in garnering support for the University.

TABLE 18
COMPARISON OF PHONATHON TOTALS FOR FY 1990 AND FY 1991

LOCATION	FY 1991	FY 1992
Pittsburg	$164,796	$174,619
Kansas City	10,855	11,847
Bartlesville	9,025	000
Tulsa	4,072	6,405
Wichita	3,185	2,870
Saint Louis	1,035	900
Springfield	410	000
Totals	$193,378	$196,641

Connie Kays, Director of Annual Giving, assisted by Ralf Thomas, Coordinator of Alumni Chapters, conducted the Phonathon. They attended to the myriad of details required

to assemble the donor cards the callers use, secure the volunteers, schedule and orient the workers, and process all of the paper work connected with the effort. A task of considerable magnitude and complexity, their experience has resulted in the increasing success of the Pittsburg State University Phonathon. The increase of unrestricted funding generated by the Phonathon enables the PSU Foundation to finance operating expenses as well as University projects.

Table 19 gives a comparison for the past three fiscal years of the breakdown of the unrestricted and restricted giving through the phonathon. These totals constitute all funds received through the phonathon for the entire fiscal year. Restricted gifts have decreased and unrestricted gifts have increased during each of the last three fiscal years. The phonathon provides Pittsburg State University with flexible resources to fund University programs needed the most.

TABLE 19
COMPARISON OF PHONATHON RESTRICTED AND UNRESTRICTED GIFTS

FISCAL YEAR	UNRESTRICTED GIFTS	%	RESTRICTED GIFTS	%	TOTAL GIFTS
1989	$109,394	67	$54,233	33	$163,627
1990	$141,440	77	$42,330	23	$183,770
1991	$135,443	70	$57,935	30	$193,378
1992	$137,984	65	$75,667	35	$213,651

The Athletics Fund. For the seventh year, the Athletics Fund Campaign was conducted under the direction of

the Vice President for Development with the active assistance of the Intercollegiate Athletics. The cooperative arrangement worked well and continues to build an even more successful future effort.

Athletics fund raising at Pittsburg State University has several major components including the general University Annual Fund, the Athletics Fund consisting of the Scholarship Campaign, lettermen's contributions, booster club activities, and contributions to endowment funds.

The Athletics Fund Scholarship Drive occurs in late spring. Lettermen make contributions throughout the year, but the major effort with these supporters occurs through the Athletics Phonathon in the spring and a golf tournament in early summer. Beginning in 1988, the PSU Athletics Association replaced the various booster clubs. This group does not engage directly in athletics fund raising. All donors to the Athletics Fund automatically become members of the Athletics Association and may participate in the weekly meetings.

The Athletics Fund constitutes an important portion of the total operating budget of the Athletics Department at Pittsburg State University. Intercollegiate athletics play a meaningful role in Pitt State traditions. A special committee of interested athletics supporters gave oversight to the Athletics Fund Scholarship Campaign.

Table 20 provides a comparison of the Athletics Fund totals for the past five fiscal years. It should be noted

TABLE 20
FIVE-YEAR COMPARISON OF THE ATHLETIC FUND

	FY 1988	FY 1989	FY 1990	FY 1991	FY 1992
General	$ 61,485	$ 75,065	$ 91,281	$ 75,986	$ 85,097
Baseball			350	605	2,845
Basketball	17,758	825	6,930	6,160	140
Football	10,089	34,941	26,990	22,279	25,092
Track	3,683	383	1,520	3,845	1,788
Women's Ath.	11,920	732	550	762	325
Golf	20	25	700	2,300	1,480
Other	16,714	5,182	1,451	0	0
Totals	$121,669	$117,153	$129,772	$111,937	$123,717

that during the period, the Athletics Fund topped $100,000 each year. The increase to $123,717 in FY 1992 compared to $111,937 for FY 1991 represents an increase of $11,780. The 09.52 percent increase should continue to rise with the success of the various sports.

The major difference in the totals of the Athletics Fund is the significant increase in the general funds. Football receipts increased from $22,279 in FY 1991 to $25,092 in FY 1992. The Basketball Scholarship Fund posted a considerable decrease from $6,160 in FY 1991 to $140 in FY 1992. The large increase in FY 1988 resulted from funds deposited in the Foundation from the booster club account when it was dissolved. Strategies need to be devised to increase the Basketball Scholarship Fund and to make a stronger showing in the Women's Athletic Fund as well as those for Baseball, Golf, and Track.

Contributions to endowment funds are secured by personal solicitation throughout the year. The athletics

endowment funds realized another increase amounting to 07.91 percent in FY 1992. Table 21 reveals the additions of $33,394 made to the athletics endowment funds in FY 1992. The current totals are given alphabetically.

The Campaign For Distinction had the goal of adding $600,000 to athletics endowment funds. Plans underway will continue to build the permanent fund. Special commendation goes to Wayne Allai, long-time supporter of the Pittsburg State University athletic program, who has taken a special interest in the endowment portion of the Campaign For Distinction. He developed the program, Endowment For Excellence In Athletics, and sold it to a number of major donors. The endowment program caught the imagination of several enthusiastic athletics fans and University boosters.

TABLE 21
ATHLETIC ENDOWMENT FUNDS FOR FY 1991

	1991 July 1	FY 1992 Additions	1992 June 30
Wayne Allai	$ 10,069	1,015	$ 11,084
Athletic Memorial	528		528
Ray/Carolyn Barto	5,000		5,000
George/Linda Barberich	3,200		3,200
Bateman Scholarship	4,500	250	4,750
Carl Beard	2,030	25	2,055
Jim/Nancy Bishop		2,300	2,300
Emory Bezinque	826		826
George Brenner	2,000		2,000
Joseph Castelli		2,014	2,014
Virginia Christy		9,900	9,900
Gary Cinotto	3,200	1,600	4,800
Homer/Evelyn Cole	5,000		5,000
Jack Cremer	4,900		4,900
Dale's Sport	17,364		17,364
William L. Dillon	4,800		4,800

	1991 July 1	FY 1992 Additions	1992 June 30
Roger/Agnes Doue	$ 1,500	1,700	$ 3,200
Barry/Grace Draper	3,200	1,750	4,950
James L. Farley	1,412	690	2,102
Bill/Wadean Fowler	2,900		2,900
David Fowler	5,000		5,000
Joe/Susie Fowler	1,800		1,800
General Scholarships	5,215		5,215
Peter Giddings	10,000		10,000
Lebro/Jeanne Grisolano	2,400	2,500	4,900
Prentice/Greta Gudgen	1,300	200	1,500
Robert Haderlein	4,800		4,800
Kenneth/Linda Hagman		300	300
William/Avys Hagman	5,000		5,000
Bob Johnson		680	680
John Lance	31,649	750	32,399
Mike/Shirley Loy	5,000	50	5,050
Brad/Gail Mattivi	5,000		5,000
Pete/Maralyn Monsour	1,300	1,700	3,000
Joe Murphy	14,688		14,688
Roy/Zella Norris	2,500		2,500
Bill/Edna Rink	1,800		1,800
Jack/Yvonne Robertson	5,000		5,000
August/Helen Rua	10,100		10,100
David/Nena Rua	4,968		4,968
Bill Russell	350		350
Ernie Schmidt	3,675	525	4,200
Carnie/Cora Smith	83,625	45	83,670
Fred Spigarelli	7,500		7,500
Emily Stocker/Gorilla	10,000	500	10,500
Charles Sturdevant	5,000		5,000
Sunflower Scholarship	27,388		27,388
Laurence/Rozella Swisher	11,128		11,128
Robert Terlip	5,000		5,000
J. B. Towner	5,100		5,100
David Utermoehlen	5,000		5,000
Mack/Vera McNamee Vinze	5,000		5,000
Garfield Weede	11,570		11,570
Cecil/Eva Wilkinson	17,696		17,696
Joe Winchester	612		612
Unnamed Scholarship	5,000	5,000	5,000
Totals	$388,693	$33,394	$422,087

The Endowment For Excellence program is largely responsible for the increase in endowment funds for athletics. The $33,394 generated in FY 1992 increased the

athletic endowment fund totals to $422,087 compared to the addition of $44,535 in FY 1991 which brought the total to $388,693 as recorded last year. The Athletics Endowment Fund has aided greatly in attracting students with outstanding athletic and academic ability to the University. The student athletes have enabled the University to field championship teams and garner many honors.

The Annual Fund with its University Fund and Athletics Fund components attracted strong support to Pittsburg State University for FY 1991. That support enabled the University to achieve important objectives in the academic and athletic programs.

PLANNED GIVING

When Pittsburg State appointed a Vice President for Development and Public Relations in 1984, the University signaled its serious intention of establishing a fully operational development program. The Vice President worked with the full-time volunteer Director of Development to inaugurate a planned giving component of the University's development program. They arranged some major bequests for the University during subsequent years. In the summer of 1986, the Office of Development added a new position, the Director of Planned Giving. The first director resigned two years later. The Vice President for Development recommended that the funds used for the salary of the Director of Planned Giving be used to provide a subsidy on a temporary basis for radio station KRPS-FM. The Vice President has assumed the responsibilities of the Director of Planned Giving since 1988.

The Office of Development has made considerable progress in the first years of this endeavor. Several achievements included the following.

1) Identification of all past bequests to the University in order to have a complete record of these special gifts. Appendix 6 contains the list.

2) Identification of the University alumni who graduated before 1950, selected alumni who graduated later than 1950, and friends of the University who may identify with this program in some way as the target group for marketing the planned giving program.

3) Development of a set of guidelines to be used in the various types of planned giving.

4) Initial marketing efforts through the regular distribution of special literature describing the University's programs to the target groups.

The planned giving marketing effort began in 1987 with the purchase of quarterly direct mailings. These mailings continued until January, 1989. The responses provide a valuable pool of individuals interested in making planned gifts to the University. Solicitation efforts have resulted in several different types of planned gifts including annuity trusts, unitrusts, life insurance, and bequests. Under the Director of Planned Giving from 1986 to 1988, actual field work in the program did not progress as rapidly as anticipated. More field work has been accomplished in the past three years than previously. However, a pressing need exists to appoint a full-time Director of Planned Giving.

Table 22 provides a comparison of the summary of the bequests received since 1957. The full record is in Appendix 6. The University received its first bequest in 1957. In the 1950s, the University received $8,745.82 from one person. From 1960 to 1969 (through FY 1969), the University realized a total of $21,925.33 from five persons.

The first large estate bequest came from Dorothy M. McPherson for $463,419 in 1973. From 1970 to 1979, the University received $566,232.52 from fifteen new bequests

TABLE 22
CUMULATIVE BEQUEST RECORD

Year	Bequests New	Bequests Continuing	Amount
FY 1957	1		$ 8,745.82
			$ 8,745.82
FY 1963	1		$ 1,500.00
FY 1964	2		8,000.00
FY 1965	2		12,425.33
			$ 21,925.33
FY 1971	2		$ 8,000.00
FY 1972	2		45,047.83
FY 1973	2		5,500.00
FY 1974	3		470,516.92
FY 1975	2		5,875.74
FY 1976		1	978.49
FY 1977	1		10,000.00
FY 1978	1	1	8,498.96
FY 1979	2		11,814.58
			$ 566,232.52
FY 1980	3		$ 211,000.00
FY 1981	1	1	78,000.00
FY 1982	3	1	106,737.94
FY 1983	3	1	75,097.22
FY 1984	2		81,673.02
FY 1985	2		8,590.17
FY 1986	2	1	106,555.19
FY 1987	5		204,435.76
FY 1988	3	1	389,882.16
FY 1989	6	1	483,425.27
			$1,745,396.73
FY 1990	5	1	$1,663,645.31
FY 1991	3	3	194,684.88
FY 1992	9	4	1,829,841.67
			$3,688,171.86
Total 1957 through 1992			$6,030,472.26

that included three distributed in more than one year. Beginning with FY 1980, the University received more substantial amounts from planned giving. From 1980 to 1989,

the University received $1,745,396.73 from thirty new bequests that included six distributed in more than one year. In the fiscal years 1990, 1991, and 1992, the University received bequests amounting to $3,688,171.86 from seventeen individuals including eight distributed in more than one year. The grand total of $6,030,472.26 has provided the University with substantial private support.

A significant research effort in the form of a "wills survey" was completed in FY 1988. The response to the questionnaire, sent to approximately 3,800 alumni, provided valuable information about bequests and trust benefits destined for the University. Sixteen respondents indicated that they had included Pittsburg State University in their wills. Of these sixteen, five were "discoveries" and eleven were confirmations. A program needs to be designed to continue systematic contact with all persons identified as donors through planned bequests.

Working with the Charitable Planning Corporation, the Office of Development has offered a wealth replacement program that has helped some donors make larger charitable gifts and still keep the major portion of their estate intact for their heirs. A number of contacts have resulted in additions to the University's bequest expectancies. The Office of Development has worked with individuals who have established life insurance gifts which seems to be a promising area for the Foundation. More needs to be done to market this particular form of giving to the University.

Another initiative of the Office of Development was the establishment a Pooled Income Fund in 1989. This option offers some donors a possibility of providing for their heirs while ultimately benefiting the University. Income from the management of the Pooled Income Fund can provide substantial assistance in supporting the planned giving program for the Pittsburg State University Foundation.

The Office of Development has provided packets of materials to give to local attorneys and CPA's to make the University's planned giving program more visible to these potentially helpful professionals. The packet included a planned giving booklet which provided an overview of the program. This program should be continued with a distribution set for FY 1993.

The Office of Development must proceed with a consolidation of various planned giving initiatives and establish a fully operational program. Plans are underway to achieve this goal in FY 1994.

CAPITAL CAMPAIGN

Pittsburg State University completed the first ever Capital Campaign in FY 1990 announcing a total of $10,004,758. The Campaign, launched in April, 1986, rested on University needs identified in the over-all Case Statement. A full report was published in the annual report, Pittsburg State University Development Achievements for Fiscal Year 1990.

The University has determined to launch a major capital campaign in 1993 to run for ten years to 2003 to focus on the centennial of the founding of Pittsburg State University in 1903. The Campaign will include private funds as well as capital funds from the state and federal governments. The goal is to raise a million dollars for each year of the University's existence. The basis for launching such a Campaign includes the following:

1. A vibrant, proactive University community poised to realize its destiny as a significant regional state university.

2. A strong contingent of 45,000+ loyal, committed alumni.

3. The successful completion of a $10,000,000 capital campaign in 1990, the first ever attempted by the University.

4. The support of a strong University Foundation with investment assets of $12,226,605, probably increasing to $14,500,000 when the Campaign formally begins.

5. The organization of a Division of Development and Public Relations in the University with a group of professionals who have gained extensive experience,

are well organized, and united in achieving common University objectives.

6. Publication of the second Alumni Directory that provides accurate information about occupations, residences, and potential for support.

7. The establishment of a solid University publications program.

8. The organization of University Advisory Councils that have gained experience in assisting the University in reaching its objectives.

9. The completion of the Manual of Policies and Procedures of the Office of Development which consolidates the experience of eight years of professional development activities at the University.

10. The development of the University Centennial 2003 Vision which projects the needs of the University through the end of the decade. See Appendix 11 for the document.

During the 1992-1993 fiscal year, the Office of Development needs to accomplish several tasks. Preparation for this major undertaking will require the most effective use of resources available to the University.

1. Prepare a Case Statement for the Campaign for Pittsburg State University. The suggested theme needs wide concurrence.

2. Prepare promotional materials for the Campaign.

3. Set the beginning date for the Campaign. One possibility is Commemoration Day, 1993.

4. Strengthen the University Councillors as a major group to assist in planning and coordinating the Campaign.

5. Coordinate through the President's office all Advisory Councils and make certain that they function properly.

6. Increase the Foundation trustees to 36.

7. Complete the reorganization of the Office of Development and add a Director for Planned Giving.

The goal of $100,000,000 will be distributed to University projects and needs in a pattern something like the projection in Table 23. Further discussion will refine the amount to be assigned to a particular project.

TABLE 23
THE CENTENNIAL 2003 FUND DISTRIBUTION

CAMPAIGN GOAL		$100,000,000
Federal		
East Campus	$10,000,000	
		10,000,000
State		
East Campus	8,000,000	
Fine Arts	5,000,000	
		13,000,000
Private		
East Campus	8,000,000	
Fine Arts	15,000,000	
Faculty Chairs	10,000,000	
Faculty Development	10,000,000	
Academic Support/Library	4,000,000	
Endowment/Scholarships	30,000,000	
		77,000,000
Total		$100,000,000

The projections for the Office of Development will include receipts of $52,000,000 during the Campaign through the year 2003. The Campaign will include accumulated funds since the previous Campaign ended in FY 1990. In addition, planned giving instruments must total $25,000,000 at the end of the Campaign in order to reach the projected goal of

$100,000,000. Further refinements will perhaps change these figures although ultimately, the Campaign will have to generate these funds in some set projection.

TABLE 24
THE CENTENNIAL 2003 FUND PROJECTED ANNUAL RECEIPTS

Yearly Totals	
FY 1991	$2,169,447
FY 1992	3,604,416
FY 1993	3,226,137
Campaign	
FY 1994	3,000,000
FY 1995	3,000,000
FY 1996	3,500,000
FY 1997	4,000,000
FY 1998	4,000,000
FY 1999	4,500,000
FY 2000	4,500,000
FY 2001	5,000,000
FY 2002	5,500,000
FY 2003	6,000,000
Total	$ 52,000,000
Deferred Gifts	25,000,000
Federal	10,000,000
State	13,000,000
Campaign Total	$100,000,000

The centennial year at Pittsburg State University should find the Pittsburg State University Foundation with assets of at least $50,000,000. That substantial resource will aid the University as it advances in the first decade of the 21st century and its second one-hundred years.

PITTSBURG STATE UNIVERSITY FOUNDATION

Pittsburg State University has been involved in private fund raising for at least forty-one years. In 1951, a group of farsighted supporters of the institution created the Endowment Association patterned after a similar organization at the University of Kansas. The Endowment Association trustees did not engage in any regular structured fund-raising activities, but the group did provide a much needed service for the institution. They established a visible entity that, even by name alone, made it clear that the institution welcomed private funding as a part of its support. The Endowment Association also identified particular individuals who, as Association members, publicly proclaimed their willingness to involve themselves in the private funding effort.

By 1970, a group of younger alumni captured a vision of developing current support for institutional needs. In order to achieve their objectives, this group organized the Alumni Foundation in 1970 and launched a fund-raising campaign among alumni. In just a short time, the reality of a pleasing and functional Alumni Center, made possible through the gift of Cecil and Eva C. Wilkinson, served as an impetus to advance the efforts to raise current funds for the University. The University Phonathon, organized in 1979, generated a little more than $26,000 during the first year. The Annual Fund became a reality as the University

entered the 1980s with a community campaign, a direct mail contact, and an alumni Phonathon.

In the early 1980s private support to Pittsburg State University had become more structured and visible. The selection of a new President in 1983 provided an opportunity to make further progress in University development. President Donald W. Wilson created the Division of Development and Public Relations in 1984. With the appointment of Dr. Joseph G. Smoot as the first Vice President for Development and Public Relations, Pittsburg State University took the final step in establishing a coordinated development program. The Offices of Alumni Relations, Development, and Public Affairs and Information reported to the Vice President.

The consolidation of all fund raising under one organization became the first objective of the University's Office of Development. In 1985, the Alumni Foundation and the Endowment Association trustees united the two organizations. The Pittsburg State University Foundation, Incorporated, acquired the assets of both of the merged entities. Donald W. Widner became the first President and served the Foundation with true distinction. O. Gene Bicknell continued the excellent tradition of leadership as president of the Foundation from 1988 to 1991. J. B. Towner became the third president of the Pittsburg State University Foundation in 1991.

The Board of Trustees passed an action on September 8, 1989, to increase the number of trustees from 24 to not more than 36. In planning for the new capital campaign, the need to expand the number of trustees became apparent. The Foundation Members added eight additional new trustees in 1991 and 1992 to serve three-year terms. The Foundation Members will add four new trustees to the Board in 1993 to reach the total of 36 trustees provided in the Bylaws. The strengthening of the Board of Trustees has increased the potential for Foundation growth immeasurably. Trustees of the Pittsburg State University Foundation are listed in Appendix 7. The amended Bylaws are in Appendix 8.

As the trustees of the newly merged Pittsburg State University Foundation began their work in the autumn of 1985, they immediately recognized the need to select an investment manager. After studying several proposals, the Foundation trustees selected the United Missouri Bank of Kansas City to manage the Foundation investment funds. The new managers assumed custody of Foundation funds in January, 1986.

At the end of FY 1984, the investment portfolio totaled $2,162,914. When the two organizations merged into the Pittsburg State University Foundation, the assets totaled $3,023,257. This occurred primarily through endowment additions in FY 1985. Steady growth enabled the Foundation to present a portfolio valued at market rates on June 30,

1992, of $12,226,605 compared to $9,666,352 on June 30, 1991. Total Foundation assets, including real estate holdings (the Foundation owns the Alumni Center and its grounds) valued at $1,500,000, stood at $13,726,605 at the end of FY 1992, compared to $11,166,352 at the end of FY 1991. Table 25 reveals the progress that has been made in adding new funds and managing these funds more effectively.

TABLE 25
PITTSBURG STATE UNIVERSITY FOUNDATION INVESTMENT FUNDS
AT MARKET VALUES, 1984-1991

Year	Consolidated	Pool	Baxter Fund	Bicknell Fund	Curfman Fund	Spiva Fund	Timmons Fund	Youngman Fund	Totals Fund
1984	$ 2013014				18371	131529			$ 2162914
1985	$ 2587413				22798	159977	253069		$ 3023257
1986	$ 2697257				28762	226409	312431		$ 3264859
1987	$ 3657871				38829	256283	396644		$ 4349627
1988	$ 4475287			690242	36701	241567	344966		$ 5788763
1989	$ 5219196	133506		1083642	38289	272472	371126		$ 7118231
1990	$ 5366897	132431	1619314	1176341	37376	290265	386197		$ 9008821
1991	$ 5948702	134782	1644405	1181928	40802	291127	424606		$ 9666352
1992	$ 7251866	135313	1878258	1154672		337365	454773	1014358	$12226605

For many years, the National Association of College and University Business Officers (NACUBO) have compared the performance of member investment pools. For the first time in 1990, the Pittsburg State University Foundation was able to measure its investment success in terms of a truly comparative study when its investment funds became a part of the FY 1989 NACUBO Endowment Study. The Foundation participated for the third year in the FY 1991 NACUBO Study. See Appendix 9 for an analysis of the PSU Foundation

performance as reported in the FY 1991 Study. As in many national studies, the NACUBO report reflects figures almost a year old when the study appears.

Many colleges and universities in the NACUBO Study are private institutions that depend heavily on endowment funds for their operations and have been securing them for many years. They tend to have larger endowment investment pools. The endowment funds of the public institutions, especially the regional colleges and universities, are often much smaller, but many are growing rapidly. Most of the public comprehensive universities have not had active private support programs established very long. Private support in the public institutions makes a significant impact because it supplements legislative contributions.

The FY 1989 NACUBO study included 330 institutions of higher learning. In that study, the Pittsburg State University Foundation assets of $6,233,000 ranked the University 315th. Of the fifteen institutions ranked lower than Pittsburg State University, the only nearby regional one, Southwest Missouri State University Foundation, ranked 324th with $3,827,000 in assets. It should be noted that the market values of PSU Foundation investments in Table 25 includes restricted current funds as well as quasi and true endowments.

An important measure of the strength of an endowment fund are the total dollars of endowment for each full-time equivalent student. In this measure, Pittsburg State

University ranked 69th of 92 public colleges and universities with $1,299 per FTE student. This measure placed Pittsburg State University ahead of such universities as Oklahoma State University (71), Indiana University (73), University of Illinois (80), University of Wisconsin System (81), University of Maryland System (82), and Arizona State University (89).

The FY 1990 NACUBO Study included 367 institutions of higher learning compared to 330 in the FY 1989 Study. In that study, the Pittsburg State University Foundation assets of $9,008,000 ranked the University 340th. The twenty-seven institutions ranked lower than Pittsburg State University included Long Island University (353), Eastern Illinois University (355), Southwest Missouri State University (358), Oakland University (364), and Indiana University of Pennsylvania (367).

As noted above, the strength of an endowment fund rests in the total dollars of endowment for each full-time equivalent student. In this measure, Pittsburg State University ranked 61st of 92 public colleges and universities with $1,786 per FTE student. This measure placed Pittsburg State University ahead of some well-known universities including the University of Arizona (62), Oklahoma State University (66), Michigan State University (68), University of Arkansas (69), Indiana University (77), University of Illinois (85), and Arizona State University (97).

The FY 1991 NACUBO Study included 395 institutions of higher learning compared to 367 in the FY 1990 Study. In the FY 1991 Study, the Pittsburg State University Foundation assets of $10,944,000 ranked the University 361st of 395 colleges and universities. Thirty-four institutions ranked lower than Pittsburg State University included Kent State University (363), Grand Valley State University (371) Eastern Michigan University (376), Eastern Illinois University (377), Southwest Missouri State University (385), Oakland University (390), and Indiana University of Pennsylvania (395).

In the FY 1991 NACUBO Study, Pittsburg State University ranked 60th of 106 public colleges and universities with endowment assets of $2,239 per full-time equivalent student. Ultimately, the effectiveness of an endowment fund rests on the base of funds available per student enrolled. This measure placed Pittsburg State University ahead of some well-known universities including Oklahoma State University (63), Florida State University (65), University of Kentucky (66), University of Arizona (67), Michigan State University (71), University of Illinois (89), Iowa State University (95), and Arizona State University (99).

Earnings of the Pittsburg State University endowment fund for FY 1991 amounted to 15.2 percent compared to an average equal-weighted mean for all institutions of 7.2 percent and an S&P 500 index of 7.4 percent. That performance ranked the Pittsburg State University Foundation

endowment returns 6th among 333 other institutions in the pool. For a three-year average, the PSU Foundation ranked 52nd of 304 institutions with a return of 12.3 percent. The five-year return of 11.4 percent reveals that the PSU Foundation ranked 23rd of 260 institutions. The Board of Trustees of the Pittsburg State University Foundation has established an active Investment Committee. That Committee recently engaged a financial consultant and revised its investment policy. Clearly, the Pittsburg State University Foundation strives to achieve maximum returns on its endowment funds.

In a comparative study with the 151 comprehensive colleges and universities reporting to the Council For Aid To Education for FY 1991 (Tables 5-8 in Appendix 2), the Pittsburg State University Foundation ranked 19th (top 12.58 percent) in total size at $11,166,352 (includes real estate) and 10th (top 6.62 percent) in terms of dollars of investment funds for each enrolled student.

The Pittsburg State University Foundation will continue to grow rapidly for the next decade. A capital campaign scheduled to be announced in 1993 will attract broad support among the 45,000+ alumni and many friends of the University. A top priority of the Foundation will be the establishment of a stronger planned giving program to build endowment funds. Pittsburg State University has chosen to strengthen its programs through private funds in addition to state support. By 2003 when the University will celebrate its

centennial, the PSU Foundation will have at least $50,000,000 in private resources. Such an endowment can well propel the University into the 21st century as a leader in higher education.

DEVELOPMENT PLANS AT PITTSBURG STATE UNIVERSITY FOR FY 1993

GENERAL

1. Adhere to the Annual Development Calendars in Appendix 1 in planning development programs.

2. Strengthen the Pittsburg State University Foundation by working closely with the Board of Trustees.

   A. Add several new trustees to the Board at the annual meeting in July.

   B. Challenge the Pittsburg State University Foundation Trustees to a sustained role in fund raising for the University by providing opportunities for leadership in public roles on the Board of Trustees and its committees, University Advisory Councils, and in other University-community relationships.

   C. Provide opportunities for trustees to participate in the various development programs throughout the year.

   D. Provide opportunities for trustees to participate in effective management of the endowment funds.

   E. Involve trustees in the planning for the Campaign For Pittsburg State University to begin in 1993.

   F. Publish a Foundation newsletter incorporating current information on development activities and highlight the work of the trustees.

   G. Publish a Foundation brochure giving its history, programs, members, and ways to support it.

3. Implement the program to keep in contact with major donors and recognize their importance in advancing the University.

4. Conduct the Annual Fund Campaign (University and Athletic Funds) as planned.

5. Coordinate special events.

   A. Gene Bicknell Celebrity Golf Tournament.

   B. Gorilla Golf Tournament.

   C. Other potential events.

6. Complete several capital projects which were begun as a part of the Campaign For Distinction. Notable among these are the Fisk pipe organ for McCray Recital Hall, and a baseball field.

7. Develop the Planned Giving Program through regular contact with the alumni donors in the target classes before 1950.

8. Coordinate the Foundation Scholarship Program to feature scholarship donors and inform them of awards made from their endowed scholarship. Establish a newsletter to provide more information to donors about the scholarship program.

9. Develop a comprehensive program for students to educate them on the purposes of the Alumni Association and the PSU Foundation and their responsibility to support these organizations upon graduation from the University.

10. Coordinate alumni, development, public relations, and radio station efforts through regular meetings of the directors.

11. Revise the Office of Development Manual of Policies and Procedures.

12. Complete the planning for the Campaign For Pittsburg State University: The Centennial 2003 Fund.

THE ANNUAL FUND

University Fund--Community Campaign

1. Conduct the Community Campaign for Pittsburg State University in Pittsburg, Frontenac, and Arma, Kansas, on October 27-30, 1992. It will feature the following:

   A. A Community Campaign Advisory Committee will be convened to review the plans for the Campaign.

   B. The local chairperson will write a cover letter about a week before October 27 to each owner or manager who will be solicited. The letter will stress the need, and urge their support on a continuing basis.

   C. Newspaper, TV, and radio coverage will be utilized before and after the cover letter is received.

D. About 60 solicitors from the Community and 60 University people, working in teams of two, will be asked to make seven or eight calls on the Campaign days.

E. No Athletic Fund pledges will be received in this Campaign.

F. A kick-off breakfast will be held in the Overman Student Center on Tuesday, October 27, 1992.

2. Conduct the Faculty/Staff Campaign for Pittsburg State University employees on October 27-30, 1992. It will feature the following:

A. A Faculty/Staff Advisory Committee will review the plans for the Campaign.

B. A campus chairperson will write a cover letter about a week before October 27 to each member of the current faculty and staff and retired members. The letter will stress the need and urge their support on a continuing basis.

C. Promote the Campaign in the campus Insight, in flyers and by posters.

D. Hold a kick-off breakfast in the Overman Student Center on Tuesday, Octobdr 27, 1992.

University Fund--Direct Mail

1. The first direct-mail letter will be a report from the President to be mailed in August.

The President's Message is mailed to all alumni and friends, irregardless of previous gifts in that fiscal year. It includes a pledge card and reply envelope.

Faculty and staff members are omitted from this general mailing, as are retired faculty and staff. A separate mailing of the President's Message is sent to faculty and staff and does not include a pledge card.

2. The second direct mailing has two parts. The first is a continuation of the existing second direct mail piece; the second part involves the fall mailing for the Class Agent Program.

A mailing is sent prior to Thanksgiving to all alunni and friends who are not involved in the Class Agent Program, and who have not yet made a pledge or gift to

the PSU Foundation in the current fiscal year. The mailing includes a letter asking for a gift, a pledge card, and a reply envelope.

Alumni involved in the Class Agent Program will receive a special letter in the fall from their class agent, irregardless of previous gifts in that fiscal year. It also includes a pledge card and reply envelope.

3. The third direct mail will be sent in the spring to all alumni involved in the Class Agent Program, irregardless of previous gifts in that fiscal year. It includes a letter from their class agent, a pledge card, and reply envelope.

4. A LYBUNT (Last Year But Not This) mailing will be sent in May to all past donors who have not yet made a gift to the University. The piece is signed by the president and stresses that the fiscal year ends June 30th.

5. Prepare target mailings to past recipients of university awards and a year-end mailing to November and December donors.

6. Conduct a general review of the direct-mail solicitation program in the summer of 1993.

University Fund--Phonathon

1. Develop a postcard with a message by students to be sent to those regular phonathon contributors and reunion year classes reminding them that they will be called during the 1993 phonathon.

2. Maintain the advance planning schedule of previous years which seems to be satisfactory.

3. Include in the autumn editions of The Pittsburg State University Magazine and the Report information about the plans for the 1993 Phonathon.

4. Continue last year's evening and Sunday afternoon schedule for Pittsburg.

5. Continue the mini-phonathons in the current five cities of Bartlesville and Tulsa, Oklahoma; Springfield and St. Louis, Missouri; and Kansas City and Wichita, Kansas.

6. Develop a calling program using paid student callers and directed to a selected list of about 5,000 people that will include non-donors who were class officers, scholarship recipients, and other targeted persons.

7. Provide another incentive for graduates to increase their pledges.

8. Write personalized letters again to those previous-year contributors from the phonathon, who cannot be reached by telephone, soliciting their continued financial support of their alma mater.

9. Conduct an advanced training seminar for faculty and staff members who wish to improve their phoning skills.

University Fund--Special Projects

1. In an effort to improve the percentage of alumni donors, the Class Agent Program will be expanded in the autumn of 1992. In addition to the classes of 1950 through 1966, the classes of 1967 through 1976 and 1946 through 1949 will be added.

2. Continue the Convergent Communications Alumni Network Program that permits alumni to receive a 10 percent savings on their long distance telephone calls, and assign those savings to the PSU Foundation. Plan a promotional campaign for the publications and evaluate the program as to its effectiveness at the end of FY 1993.

3. Plan strategies to expand the Matching Gift Program. These will include targeted promotion to special groups such as recent graduates who work for a Matching Gift Company, graduates who work for a Matching Gift Program as identified in the Alumni Directory, and conduct special surveys among established donors to make certain that their gifts are matched.

4. Continue to organize an active Student Foundation Board to assist the Office of Development in fund raising.

5. Develop a Senior Gift Program through the assistance of the Student Foundation Board.

6. Coordinate activities for parents in a first stage of a Parents' Program.

7. Continue the Payroll Deduction Program that allows faculty and staff members to deduct gifts to the PSU Foundation, Inc., from their monthly paychecks. Promote the program using articles in Insight and special mailing pieces to all faculty and staff members.

8. Promote the Ted Watts NCAA Division II National Championship art print.

   A. Display original art at Chamber of Commerce morning coffee and have Ted Watts and Chuck Broyles available for signing prints that are purchased.

   B. Have prints available for sale to the public from the PSU Foundation.

   C. Display original art in lobby area of each local bank.

   D. Mail special letter to parents of the 1991 team, offering them the opportunity for a limited time to purchase the print number that corresponds with their son's jersey

   E. Mail special letter offering print to all past football lettermen and supporters of the athletics program during the last one and one-half years.

   F. Have prints available for sale at the Gorilla Golf Tournament in June and the Gene Bicknell Charity Celebrity Golf Tournament in July.

   G. Have prints available for sale at the first two Gorilla Club meetings during the fall of 1992.

   H. Merchandise prints at the home football games through Homecoming on October 10 using a student group.

9. Promote the Ted Watts Brandenburg Field/Carnie Smith Stadium art print.

   A. Offer it to those who purchased the 1991 print for $15.00.

   B. Merchandise it at home football games through Homecoming on October 10 using a student group.

Athletic Fund

1. Plan, with the assistance of the Athletic Development Committee, for over-all athletic fund-raising activities.

2. Conduct the lettermen's phonathons as scheduled.

3. Conduct the Athletics Scholarship Drive in early May, 1993.

4. Continue the Endowment for Excellence in Athletics program directed by Wayne Allai to raise $500,000 in endowment funds for athletics scholarships.

CAPITAL CAMPAIGN

1. Continue planning the Campaign For Pittsburg State University, write the Case Statement, develop promotional materials, and announce the Campaign on March 4, 1993.

OTHER

Alumni Relations

1. Emphasize the Membership Marketing Program in the Office of Alumni Relations to increase membership in the Alumni Association.

2. Conduct alumni meetings for the twenty-six alumni chapters across the nation and the two international chapters.

3. Conduct alumni reunions for the tenth, twenty-fifth, and fortieth class anniversaries in conjunction with the homecoming activities in the fall. The reunions for the forty-fifth, fiftieth, and sixtieth classes will be scheduled in June, 1993, along with the activities for the Half-Century Club.

4. Strengthen the Student Alumni Association program by increasing activities such as Leadership Pitt State, SAA District meetings and Officer Leadership Retreat, which will develop many future alumni leaders.

5. Increase the involvement of alumni in the University's legislative program.

6. Srengthen relations between the University Community and the PSU Alumni Association and PSU Foundation.

7. Meet with alumni and obtain information for alumni and development records during travel throughout the four-state area.

8. Provide a service to alumni which will allow them to purchase by mail-order and at chapter meetings PSU t-shirts, sweatshirts, and other selected merchandise from an area vendor.

9. Promote the Visa Card as a way to integrate a special group of alumni into the University's support base.

10. Develop an alumni welcome area at the Alumni Center to include brochures about the University and other material that might have an interest for them.

Public Relations

1. Prepare a comprehensive marketing plan to utilize the resources of the Division of Development and Public Relations to enhance the University image.

2. Assist the Office of Development in the production of materials used in various fund-raising programs. This includes printed materials for the direct mail campaign, community campaign, phonathon, athletics and special projects.

3. Publish two issues of the Pittsburg State University Magazine and two issues of the Pittsburg State University Report.

4. Publish two issues of each newsletter for the College of Arts and Sciences, School of Business, School of Education, and School of Technology.

5. Publish the Foundation News and the Gorilla News.

6. Handle media relations for the community campaign, phonathon, and special projects.

7. Provide assistance in media relations and developing printed materials for KRPS and Alumni Relations.

8. Provide publicity for special gifts.

9. Emphasize that 1992-1993 is the 90th year of the University.

Radio Station KRPS

1. Monitor the budget to assure a successful financial operation of the station in FY 1993.

2. Conduct on-air fundraisers in October, 1992 and April, 1993.

3. Expand the underwriting program.

4. Review programming and introduce new features, especially about the University, as appropriate.

5. Continue student and faculty involvement in the daily operation of the station.

6. Continue to work with clients of transmission services.

7. Publish the program guide.

8. Establish, when feasible, a faculty-staff newsletter.

9. Complete the installation of the translator in Bartlesville, Oklahoma.

10. Take note of FY 1993 as the fifth year of the operation of KRPS.

APPENDIX 1

PITTSBURG STATE UNIVERSITY
OFFICE OF DEVELOPMENT AND PUBLIC RELATIONS
GENERAL CALENDAR
JULY 1, 1992 TO JUNE 30, 1993

JULY 1992		
July 3	Holiday	
July 18	Alumni Association Meeting and Dessert Reception	
July 31	Annual Meeting PSU Foundation	
AUGUST 1992		
August 2	Kansas City Meeting/Baseball Game	
August 24	Classes Begin	
August 25	Direct Mail #1	
SEPTEMBER 1992		
September 7	Holiday	
September 10	Alumni Association Luncheon for Vice Presidents,Deans, and Chairs	
September 10	Tulsa Chapter Meeting	
September 12	Pittsburg Chapter Meeting	
September 15	Timmons Series/Dr. Juris Zarins	
September 16	Topeka Chapter Meeting	
September 17	PALS/Lynda Hirsch	8:00 PM Student Center
September 19	Fort Scott Chapter Meeting	
September 20	Senior Reception	Dr. Wilson's Home
September 22	Solo and Chamber Series	
September 24	Cherokee County Chapter Meeting	
September 24	Alumni Association Career Day	Student Center
September 29	Fort Scott Chapter Meeting	
OCTOBER 1992		
October 1	Neosho County Chapter Meeting	
October 1	PALS/Sparky and Rhonda Rucker	8:00 PM Student Center
October 7	Homecoming Convocation	
October 8	OYA Dinner	
October 10	Homecoming/Northeast Missouri State University	
October 10 to 18	KRPS Fall Membership Drive	
October 13	Girard County Chapter Meeting	
October 17or18	Washington, D.C. Chapter Meeting	
October 20	Solo and Chamber Series	
October 24	Alumni Association Board Meeting	
October 25	Direct Mail #2	
October 27-30	Community Campaign/Faculty Staff Kick-off Campaign	
October 29	Bartlesville Chapter Meeting	
NOVEMBER 1992		
November 3	Joplin Chapter Meeting	

November 8 to 12	Alumni Association Membership Phonathon	
November 9	PALS/Acme Vocals	8:00 PM Student Center
November 11	Timmons Series/David Ray, poet	
November 12	Labette County Chapter Meeting	
November 17	Solo and Chamber Series	
November 26 and 27	Thanksgiving Holiday	

DECEMBER 1992

December 10	Timmons Series/Christmas Program	
December 11	Timmons Series/Christmas Program	
December 18	Semester Ends	

JANUARY 1993

January 1	Holiday	
January 13	Spring Semester	
January 18	Holiday	
January 28	Alumni Association Career Night	7:00 PM
January 29	PALS/The Buddy Holly Story	8:00 PM Student Center

FEBRUARY 1993

February 2	Solo and Chamber Series	
February 7	PSU Foundation Phonathon	
February 13	Alumni Association Board Meeting	
February 16	Timmons Series/Paul Carlson Recital	

MARCH 1993

March 1	PALS/Rainforests - Gerry Ellis	8:00 PM Student Center
March 2	Solo and Chamber Series	
March 4	Commemoration Day (Apple Day) Announcement Capital Campaign	
March 6	Dallas-Fort Worth Chapter Meeting	
March 12	Sun City West Chapter Meeting	Luncheon
	Phoenix Chapter Meeting	Dinner
March 13	Southern California Chapter	
March 16	Independence Chapter Meeting	
March 20 to 28	Spring Break	

APRIL 1993

April 1(?)	Senior Send-Off	
April 1	Miami Chapter Meeting	
April	PALS/PSU Oxford Debate	
April 4 - 5 11 - 12	Football Phonathon	
April 12	Timmons Series/Dr. Donald Viney	
April 13	Northwest Arkansas Chapter Meeting	
April 15	Fredonia Chapter Meeting	
April 20	Direct Mail #3	

April 23	Coffeyville Chapter Meeting
April 24 to May 2	KRPS Spring Membership Drive
April 28	PSU Appreciation Day
April 29	Fifth Anniversary
MAY 1993	
May 3	Athletic Scholarship Drive
May 6	Phonathon Awards Party
May 6	Springfield Chapter Meeting
May 14	Annual Alumni Association Board Meeting and MAAR Recognition
May 15	Commencement
May 15	LYBUNT Mailing
JUNE 1993	
June 8	Summer Classes
June 8	Reunion Classes
June 9	Half Century Reunion

06/23/92

PITTSBURG STATE UNIVERSITY
OFFICE OF DEVELOPMENT
ANNUAL FUND CALENDAR
FISCAL YEAR 1993

JULY 1992	
July 1	Matching gift companies letter-appreciation for past gifts and contacts for upcoming year
July 6	$100+ donor list ready for President's Office to produce thank you letters
July 20	Direct Mail to non-donors who work for matching gift companies
July 30	Direct Mail to past MAAR and OYA recipients
	May 1992 new graduate tracking postcard
AUGUST 1992	
August 3	Final reminder letter for Community Campaign from the FY91 campaign chairperson
August 14	Phonathon reminders to $100+ pledge donors - special letters.
August 25	Direct mail #1 - President's Message
August 31	In-kind campus informational mailing to all unclassified members
SEPTEMBER 1992	
September 1	Class of 1993 Steering Committee Meeting
September 3	Payroll Deduction Plan Mailing to all Faculty/Staff
September 20	Senior Reception/Dr. and Mrs. Wilson's home
September 30	May and July 1992 new graduate tracking postcard
OCTOBER 1992	
October 6	Class of 1993 Steering Committee Meeting
October 25	Direct Mail #2
	Fall Class Agent Mailing
October 27	Community Campaign and Faculty/Staff Campaign Kick-Off

October 27-30	Community Campaign and Faculty/Staff Campaigns
NOVEMBER 1992	
November 3	Class of 1993 Steering Committee Meeting
November 10	Holiday card mailing to PSU Foundation, Inc. Members, Trustees and Endowed Scholarship Contacts
DECEMBER 1992	
December 1	Class of 1993 Steering Committee Meeting
	Year-end mailing to past November and December donors
JANUARY 1993	
January 12	Class of 1993 Steering Committee Meeting
January 15	Mail phonathon postcard
FEBRUARY 1993	
February 2	Class of 1993 Steering Committee Meeting
February 7 - March 4	Foundation Phonathon
MARCH 1993	
March 1	December 1992 new graduate tracking postcard
March 2	Class of 1993 Steering Committee Meeting
March 10	"Sorry we missed you" phonathon clean-up mailing to donors not reached
March 19	Reminder letter (#1) for Phonathon - Part A
March 25	Faculty/Staff Spring Solicitation Mailing
APRIL 1993	
April 6	Class of 1993 Steering Committee Meeting
April 7	Reminder letter (#1) for Phonathon - Part B
April 15	Phonathon Etching Mailing
April 20	Direct Mail #3
	Spring Class Agent Mailing
	Reminder letter (#2) for Phonathon - Part A
April 22	Mailing on Payroll Deduction Plan to past enrollees

MAY 1993	
May 1	In-kind campus wrap up letter to all unclassified members with follow-up phone calls
May 4	Class of 1993 Steering Committee Meeting
May 6	Phonathon Awards Party
May 7	Reminder letter (#2) for Phonathon - Part B
May 15	LYBUNT mailing to all FY92 donors who have not yet given in FY93
JUNE 1993	
June 1	Phonathon Etching Mailing

PITTSBURG STATE UNIVERSITY
OFFICE OF DEVELOPMENT
CALENDAR FOR PLEDGE REMINDERS
FISCAL YEAR 1993

COMMUNITY CAMPAIGN/FACULTY STAFF

August 3	Final Reminder Letter FY92 Campaign
	All pledges are set up for quarterly reminders based on the date of the initial pledge.

PHONATHON

August 14	Phonathon reminder letter to $100+ pledge donors - special letters
March 19	Reminder letter (#1) for Phonathon - Part A
April 7	Reminder letter (#1) for Phonathon - Part B
April 20	Reminder letter (#2) for Phonathon - Part A
May 7	Reminder letter (#2) for Phonathon - Part B

DIRECT MAIL

Reminder letters are sent as needed on a quarterly basis depending on the date of the pledge.

PITTSBURG STATE UNIVERSITY
OFFICE OF PUBLIC RELATIONS
CALENDAR OF PUBLICATIONS
FISCAL YEAR 1993

JULY 1992	
July 10	Report Newsletter/Copy Due
AUGUST 1992	
August 3	Report Newsletter/Delivery
SEPTEMBER 1992	
September 14	Foundation Newsletter/Copy Due
OCTOBER 1992	
October 1	Magazine/Copy Due
October 15	Foundation Newsletter/Delivery
October 15	Universitas/Copy Due
October 15	Scholar/Copy Due
October 15	Kelce Newsletter/Copy Due
October 15	Technology/Copy Due
NOVEMBER 1992	
November 1	Magazine/Delivery
November 15	Kelce Newsletter/Delivry
November 15	Technology Newsletter/Delivery
November 30	Universitas/Delivery
November 30	Scholar/Delivery
DECEMBER 1992	
December 15	Report/Copy Due
JANUARY 1993	
January 15	Foundation News/Copy Due
FEBRUARY 1993	
February 15	Foundation News/Delivery
February 18	Report Newsletter/Delivery
MARCH 1993	
March 1	Magazine/Copy Due
March 1	Scholar/Copy Due
March 1	Technology/Copy Due
March 1	Universitas/Copy Due
March 1	Kelce/Copy Due
APRIL 1993	
April 1	Magazine/Delivery
April 9	Kelce Newsletter/Delivery
April 9	Technology/Delivery
April 16	Scholar/Delivery
April 16	Universitas/Delivery

** Gorilla News dates to be added later

PITTSBURG STATE UNIVERSITY
INTERCOLLEGIATE ATHLETICS
CALENDAR OF ATHLETIC EVENTS
FISCAL YEAR 1993

FOOTBALL

SEPTEMBER			
September 5	Friends University	7:00 PM	Home
September 12	East Texas State University	7:00 PM	Home
September 19	Southwest Baptist University	7:00 PM	Home
September 26	University of Missouri-Rolla	1:30 PM	Away
OCTOBER			
October 3	Northwest Missouri State U	1:30 PM	Away
October 10	Northeast Missouri State U	2:00 PM	Home
October 17	Missouri Western State C	1:30 PM	Away
October 24	Missouri Southern State C	7:00 PM	Home
October 31	Emporia State University	2:00 PM	Away
NOVEMBER			
November 7	Washburn University	1:30 PM	Home
November 14	Central Missouri State U	1:30 PM	Away

MEN'S BASKETBALL

**Dates are tentative

NOVEMBER		
November 20-21	Ft Hays Tournament	Home
November 27-28	Missouri Southern Tournament	There
DECEMBER		
December 2	Drury	Home
December 5	Ft. Hays	Home
December 12	Missouri Southern	Away
December 19	Rockhurst	Home
JANUARY		
January 5	Cameron	Home
January 9	Northwest Missouri	Home
January 11	Southwest Baptist	Away
January 16	Washburn	Away
January 20	Lincoln	Away
January 23	University of Missouri at Rolla	Away
January 27	Missouri Southern	Home
January 30	University of Missouri at St. Louis	Away
FEBRUARY		
February 3	Southwest Baptist	Home
February 6	Missouri Western	Away
February 10	Lincoln	Home
February 13	University of Missouri at Rolla	Home
February 15	University of Missouri at St. Louis	Home

February 20	Central Missouri State		Away
February 22	Northeast Missouri State		Home
February 27	Emporia State		Home

WOMEN'S BASKETBALL

NOVEMBER			
November 20-21	Jock's Nitch Classic		Home
November 27-28	MSSC Thanksgiving Classic		
DECEMBER			
December 4-5	Perkins/Northern Kentucky Tourn		
December 11-12	Mary Kay/SW Baptist Classic	6:00	Away
December 19	Northeastern State Oklahoma	5:00	Away
JANUARY			
January 6	Missouri Southern State	6:00	Away
January 9	Northwest Missouri State	6:00	Home
January 12	Southwest Baptist	6:00	Away
January 16	Washburn University	6:00	Away
January 20	Lincoln University	6:00	Away
January 23	University of Missouri-Rolla	6:00	Away
January 27	Missouri Southern	6:00	Home
January 30	Univer. Missouri-St Louis	6:00	Away
FEBRUARY			
February 3	Southwest Baptist	6:00	Home
February 6	Missouri-Western	6:00	Away
February 10	Lincoln University	6:00	Home
February 13	University of Missouri-Rolla	6:00	Home
February 15	Univer. Missouri-St Louis	6:00	Home
February 20	Central Missouri State	6:00	Away
February 22	Northeast Missouri State	6:00	Home
February 27	Emporia State	6:00	Home
MARCH			
March 2	MIAA Tournament-1st Round		
March 4	MIAA Tournament-2nd Round		
March 6	MIAA Tournament-Finals		
March 12-13	NCAA Regional		
March 20	NCAA Quarterfinal		
March 26-27	NCAA Championship		

PITTSBURG STATE UNIVERSITY
KRPS CALENDAR
FISCAL YEAR 1993

JULY 1992	
July 1	Jazz/Blues Reports Mailed
July 19	Mail Mosaic Underwriting Billing
July 25	Monthly/Quarterly Reminders Mailed
July 27	Third Reminder for Spring Drive
AUGUST 1992	
August 1	Jazz/Blues Reports Mailed
August 19	Mail Mosaic Underwriting Billing
August 25	Monthly/Quarterly Reminders Mailed
SEPTEMBER 1992	
September 1	Jazz/Blues Reports Mailed
September 19	Mail Mosaic Underwriting Billing
September 25	Monthly/Quarterly Reminders Mailed
OCTOBER 1992	
October 1	Jazz Blues Reports Mailed
October 10 to 18	Fall Membership Drive
October 19	Mail Mosaic Underwriting Billing
October 25	Monthly/Quarterly Reminders Mailed
NOVEMBER 1992	
November 1	Jazz/Blues Reports Mailed
November 19	Mail Mosaic Underwriting Billing
November 23	First Reminders Mailed
November 25	Monthly/Quarterly Reminders Mailed
DECEMBER 1992	
December 1	Jazz/Blues Reports Mailed
December 19	Mail Mosaic Underwriting Billing
December 25	Monthly/Quarterly Reminders Mailed
JANUARY 1993	
January 1	Jazz/Blues Reports Mailed Second Reminders Mailed
January 19	Mail Mosaic Underwriting Billing
January 25	Monthly/Quarterly Reminders Mailed
FEBRUARY 1993	
February 1	Jazz/Blues Reports Mailed

February 19	Mail Mosaic Underwriting Billing
February 25	Monthly/Quarterly Reminders Mailed
MARCH 1993	
March 1	Jazz/Blues Reports Mailed
March 19	Mail Mosaic Underwriting Billing
March 25	Monthly/Quarterly Reminders Mailed
APRIL 1993	
April 1	Jazz/Blues Reports Mailed
April 19	Mail Mosaic Underwriter Billing
April 24 to May 2	Spring Membership Drive
April 25	Monthly/Quarterly Reminders Mailed
April 29	Fifth Anniversary
MAY 1993	
May 1	Jazz/Blues Reports Mailed
May 19	Mail Mosaic
May 20	Mail First Reminder for Spring Drive
May 25	Monthly/Quarterly Reminders Mailed
JUNE 1993	
June 1	Jazz/Blues Reports Mailed
June 19	Mail Mosaic Underwriter Billing
June 25	Monthly/Quarterly Reminders Mailed
June 30	Second Reminders Mailed
JULY 1993	

PITTSBURG STATE UNIVERSITY
OFFICE OF ALUMNI RELATIONS
CALENDAR OF ALUMNI CHAPTER MEETINGS
FISCAL YEAR 1993

JULY 1992	
AUGUST 1992	
August 2	Kansas City Baseball Game
SEPTEMBER 1992	
September 10	Tulsa Chapter Meeting
September 12	Pittsburg Chapter Meeting
September 16	Topeka Chapter Meeting
September 24	Cherokee County Chapter Meeting
September 29	Fort Scott Chapter Meeting
OCTOBER 1992	
October 1	Neosho County Chapter Meeting
October 13	Girard Chapter Meeting
October 17	Washington DC Chapter Meeting
October 29	Bartlesville Chapter Meeting
NOVEMBER 1992	
November 12	Labette County Chapter Meeting
November 17	Joplin Chapter Meeting
MARCH 1993	
March 6	Dallas-Fort Worth Chapter Meeting
March 12	Sun City West Chapter/Luncheon Phoenix Chapter Meeting/Dinner
March 13	Southern California Chapter Meeting
March 16	Independence Chapter Meeting
March 26	Denver Chapter Meeting
APRIL 1993	
April 1	Miami Chapter Meeting
April 6	Chicago Chapter Meeting
April 13	Northwest Arkansas Chapter Meeting
April 15	Fredonia Chapter Meeting
April 23	Coffeyville Chapter Meeting
April 30	Wichita Chapter Meeting
MAY 1993	
May 6	Springfield Chapter Meeting
May 23	Kansas City Chapter Meeting

APPENDIX 2

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1991

Table 1

Alphabetical Listing

	Dollars Raised	Enrollment	Dollar Ratio
U of Alabama/Huntsville	869,201	8,577	101.34
Alcorn State U/MS	326,231	2,853	114.34
Appalachian State U/NC	3,242,732	11,987	270.52
Arkansas State U	1,669,450	9,264	180.20
U of Arkansas/Little Rock	2,913,873	11,362	256.45
U of Arkansas/Pine Bluff	629,070	3,672	171.31
Auburn U/Montgomery	377,079	6,296	59.89
Augusta C/GA	767,973	5,205	147.54
U of Baltimore/MD	1,136,159	5,772	196.83
Bemidji State U/MN	1,081,489	5,423	199.42
Bloomsburg U/PA	1,163,733	7,464	155.91
Bluefield State C	347,584	2,702	128.63
Bowie State C/MD	227,891	4,189	54.40
California State U/Bakersfield	801,097	5,451	146.96
California State U/Chico	5,494,127	16,641	330.15
California State U/Dominguez Hills	1,575,742	12,000	131.31
California State U/Fresno	13,466,383	22,238	605.55
California State U/Fullerton	2,509,202	26,841	93.48
California State U/Hayward	1,919,968	15,770	121.74
California State U/Humboldt	1,770,556	8,044	220.10
California State U/Long Beach	12,837,943	33,092	387.94
California State U/Los Angeles	5,650,295	21,017	268.84
California State U/Northridge	4,696,532	31,166	150.69
California State U/Pomona	7,118,959	19,919	357.39
California State U/Sacramento	5,030,767	29,185	172.37
California State U/San Bernardino	1,919,886	12,056	159.24
California State U/San Diego	13,887,998	35,021	396.56
California State U/San Francisco	4,954,867	29,340	168.87
California State U/San Jose	3,947,498	33,857	116.59
California State U/San Luis Obispo	5,383,768	17,758	303.17
California State U/Sonoma	1,683,972	10,069	167.24
California State U/Stanislaus	975,062	5,811	167.79
California State U/System	326,940	N/A	N/A
Central Connecticut State U	547,750	13,809	39.66
Central Michigan U	2,931,934	16,866	173.83

Central Missouri State U	1,349,084	11,429	118.04
Charleston C/SC	1,197,817	7,726	155.03
Clarion U/PA	661,087	6,618	99.89
Coppin State C/MD	259,728	N/A	N/A
Corpus Christi State U/TX	214,021	3,815	56.09
Cuny City C/NY	5,845,732	14,090	414.88
Delaware State C	1,883,502	2,606	722.75
East Carolina U/NC	8,595,358	16,500	520.93
East Stroudsburg U/PA	484,203	5,555	87.16
East Tennessee State U	2,673,197	11,358	235.35
Eastern Illinois U	2,319,344	10,301	225.15
Eastern Kentucky U	2,736,435	15,371	178.02
Eastern Michigan U	1,920,354	25,024	76.74
Eastern Montana C	697,834	3,989	174.93
Edinboro U/PA	544,347	8,131	66.95
Emporia State U/KS	2,253,494	6,077	370.82
Fayetteville State U	1,042,700	3,300	315.96
Ferris State C	2,193,129	12,076	181.61
Fitchburg State C/MA	516,523	6,997	73.82
Florida International U	3,614,299	21,999	164.29
Francis Marion C/SC	424,794	3,926	108.20
Frostburg State U/MD	675,545	5,019	134.59
George Mason U/VA	4,854,694	20,308	239.05
Georgia Southern U	2,781,702	12,250	227.07
Grand Valley State U/MI	5,700,000	12,565	453.64
Indiana U/PA	2,234,936	14,398	155.22
James Madison U/VA	4,477,254	11,251	397.94
Kearney State C	1,657,285	9,899	167.41
Kentucky State U	279,277	2,512	111.17
Kutztown U/PA	1,058,905	7,742	136.77
Lock Haven U/PA	481,976	3,521	136.88
Longwood C/VA	1,012,357	3,329	304.10
U of Maine/Farmington	167,200	2,438	68.58
Mankato State U/MN	1,680,459	16,526	101.68
Mansfield U/PA	341,726	3,182	107.39
Marshall U/WV	4,709,621	12,581	374.34
Mary Washington C/VA	1,790,645	3,475	515.29
Maryland U/Eastern Shore	373,726	1,828	204.44
Metropolitan State U/CO	529,834	16,747	31.63
Michigan Technical U	6,116,052	6,640	921.09
Midwestern State U/TX	1,204,235	5,582	215.73
Millerville U/PA	1,050,993	7,789	134.93
Missouri Southern State C	249,709	6,012	41.53
Montana C of Min Sci A Tech	1,429,190	1,929	740.89
U of Montevallo/AL	661,571	3,256	203.18

Moorhead State U	891,819	9,248	96.43
Morehead State U/KY	1,012,917	8,622	117.48
Murray State U/KY	1,617,361	8,097	199.74
U of North Carolina/Wilmington	1,029,525	6,978	147.53
U of Keene/SC	598,046	4,599	130.03
U of New Hampshire/Plymouth	367,012	4,365	84.08
North Adams State C/MA	109,516	2,421	45.23
North Carolina A&T State U	5,768,807	6,515	885.46
U of North Florida	877,764	8,093	108.45
North Georgia C	498,479	2,518	197.96
Northern State C/SD	645,676	3,113	207.41
Oakland U/MI	3,826,149	12,400	308.56
Pittsburg State U/KS	2,169,447	5,918	366.58
Prairie View A&M U	1,209,088	4,990	242.30
Puerto Rico U/Cayey	79,953	3,355	23.83
Radford U	1,570,109	9,488	165.48
Saginaw Valley State U/MI	895,279	6,212	144.12
Salisbury State U/MD	652,698	5,734	113.82
Savannah State C	437,368	2,351	186.03
U of South Carolina/Spartanburg	557,475	3,501	159.23
Shippensburg U/PA	1,409,158	6,594	213.70
Slippery Rock U/PA	633,522	7,825	80.96
South Dakota State U	3,442,769	7,642	450.50
Southeast Missouri State U	4,975,677	8,816	564.39
Southern Arkansas U	587,835	2,514	233.82
U of Southern Indiana	795,337	6,480	122.73
U of Southern Maine	1,530,428	10,487	145.93
Southwest Missouri State U	3,877,909	20,380	190.28
Southwest State U/MN	344,028	3,035	113.35
Southwest Texas State U	2,072,529	20,940	98.97
St. Cloud State U/MN	1,268,115	17,076	74.26
Stephen F. Austin State U	1,395,741	12,815	108.91
Suny C/Brockport	453,815	9,662	46.96
Suny C/Buffalo	612,138	12,570	48.69
Suny C/Cortland	540,576	7,500	72.07
Suny C/Fredonia	404,031	4,800	84.17
Suny C/Geneseo	601,704	5,599	107.46
Suny/New Paltz	375,610	8,612	43.61
Suny C/Oneonta	393,753	6,319	62.31
Suny C/Oswego	660,856	8,900	74.25
Suny C/Plattsburgh	1,374,877	6,555	209.74
Suny C/Potsdam	717,294	4,829	148.53
Suny C of Technology/Utica-Rome	985,160	2,614	376.87
Suny C/Empire	363,601	6,900	52.69
Tarleton State U/TX	497,090	6,250	79.53

U of Texas/A&I	1,581,312	6,014	262.93
U of Texas/Brownsville	39,987	1,307	30.59
U of Texas/El Paso	6,064,741	16,522	367.07
U of Texas/Pan American	2,599,287	12,242	212.32
U of Texas/Permian Basin	331,677	2,041	162.50
U of Texas/San Antonio	2,772,472	15,489	178.99
U of Texas/Tyler	841,128	3,725	225.80
Towson State U/MD	744,613	15,034	49.52
Troy State U	685,684	13,975	49.06
Valdosta State C	430,289	7,144	60.23
Washburn U/KS	1,934,043	6,492	297.91
West Chester U/PA	1,521,027	12,076	125.95
U of West Florida	864,998	8,012	107.96
West Texas State U	577,118	6,193	93.18
West Virginia State C	507,330	4,834	104,95
Western Carolina U/NC	766,236	6,411	119.51
Western Illinois U	1,189,504	13,754	86.48
Western Washington U	3,142,998	9,732	322.95
Wichita State U	7,523,661	16,668	451.38
Winona State U/MN	1,339,795	7,713	173.70
Winston-Salem State U	1,810,118	2,617	691.67
Winthrop C/SC	874,491	5,104	171.33
U of Wisconsin/Parkside	262,292	5,113	51.29
U of Wisconsin/Stout	456,655	7,445	61.33
U of Wisconsin/Superior	264,317	2,651	99.70
Wright State U/OH	1,650,303	17,380	94.95

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1991

Table 2

Rank By Dollars Raised

	Dollars Raised	Enrollment	Dollar Ratio
California State U/San Diego	13,887,998	35,021	396.56
California State U/Fresno	13,466,383	22,238	605.55
California State U/Long Beach	12,837,943	33,092	387.94
East Carolina U/NC	8,595,358	16,500	520.93
Wichita State U	7,523,661	16,668	451.38
California State U/Pomona	7,118,959	19,919	357.39
Michigan Technical U	6,116,052	6,640	921.09
U of Texas/El Paso	6,064,741	16,522	367.07
Cuny City C/NY	5,845,732	14,090	414.88
North Carolina A&T State U	5,768,807	6,515	885.46
Grand Valley State U/MI	5,700,000	12,565	453.64
California State U/Los Angeles	5,650,295	21,017	268.84
California State U/Chico	5,494,127	16,641	330.15
California State U/San Luis Obispo	5,383,768	17,758	303.17
California State U/Sacramento	5,030,767	29,185	172.37
Southeast Missouri State U	4,975,677	8,816	564.39
California State U/San Francisco	4,954,867	29,340	168.87
George Mason U/VA	4,854,694	20,308	239.05
Marshall U/WV	4,709,621	12,581	374.34
California State U/Northridge	4,696,532	31,166	150.69
James Madison U/VA	4,477,254	11,251	397.94
California State U/San Jose	3,947,498	33,857	116.59
Southwest Missouri State U	3,877,909	20,380	190.28
Oakland U/MI	3,826,149	12,400	308.56
Florida International U	3,614,299	21,999	164.29
South Dakota State U	3,442,769	7,642	450.50
Appalachian State U/NC	3,242,732	11,987	270.52
Western Washington U	3,142,998	9,732	322.95
Central Michigan U	2,931,934	16,866	173.83
U of Arkansas/Little Rock	2,913,873	11,362	256.45
Georgia Southern U	2,781,702	12,250	227.07
U of Texas/San Antonio	2,772,472	15,489	178.99
Eastern Kentucky U	2,736,435	15,371	178.02
East Tennessee State U	2,673,197	11,358	235.35
U of Texas/Pan American	2,599,287	12,242	212.32

California State U/Fullerton	2,509,202	26,841	93.48
Eastern Illinois U	2,319,344	10,301	225.15
Emporia State U/KS	2,253,494	6,077	370.82
Indiana U/PA	2,234,936	14,398	155.22
Ferris State C	2,193,129	12,076	181.61
Pittsburg State U/KS	2,169,447	5,918	366.58
Southwest Texas State U	2,072,529	20,940	98.97
Washburn U/KS	1,934,043	6,492	297.91
Eastern Michigan U	1,920,354	25,024	76.74
California State U/Hayward	1,919,968	15,770	121.74
California State U/San Bernardino	1,919,886	12,056	159.24
Delaware State C	1,883,502	2,606	722.75
Winston-Salem State U	1,810,118	2,617	691.67
Mary Washington C/VA	1,790,645	3,475	515.29
California State U/Humboldt	1,770,556	8,044	220.10
California State U/Sonoma	1,683,972	10,069	167.24
Mankato State U/MN	1,680,459	16,526	101.68
Arkansas State U	1,669,450	9,264	180.20
Kearney State C	1,657,285	9,899	167.41
Wright State U/OH	1,650,303	17,380	94.95
Murray State U/KY	1,617,361	8,097	199.74
U of Texas/A&I	1,581,312	6,014	262.93
California State U/Dominguez Hills	1,575,742	12,000	131.31
Radford U	1,570,109	9,488	165.48
U of Southern Maine	1,530,428	10,487	145.93
West Chester U/PA	1,521,027	12,076	125.95
Montana C of Min Sci A Tech	1,429,190	1,929	740.89
Shippensburg U/PA	1,409,158	6,594	213.70
Stephen F. Austin State U	1,395,741	12,815	108.91
Suny C/Plattsburgh	1,374,877	6,555	209.74
Central Missouri State U	1,349,084	11,429	118.04
Winona State U/MN	1,339,795	7,713	173.70
St. Cloud State U/MN	1,268,115	17,076	74.26
Prairie View A&M U	1,209,088	4,990	242.30
Midwestern State U/TX	1,204,235	5,582	215.73
Charleston C/SC	1,197,817	7,726	155.03
Western Illinois U	1,189,504	13,754	86.48
Bloomsburg U/PA	1,163,733	7,464	155.91
U of Baltimore/MD	1,136,159	5,772	196.83
Bemidji State U/MN	1,081,489	5,423	199.42
Kutztown U/PA	1,058,905	7,742	136.77
Millerville U/PA	1,050,993	7,789	134.93
Fayetteville State U	1,042,700	3,300	315.96
U of North Carolina/Wilmington	1,029,525	6,978	147.53
Morehead State U/KY	1,012,917	8,622	117.48

Longwood C/VA	1,012,357	3,329	304.10
Suny C of Technology/Utica-Rome	985,160	2,614	376.87
California State U/Stanislaus	975,062	5,811	167.79
Saginaw Valley State U/MI	895,279	6,212	144.12
Moorhead State U	891,819	9,248	96.43
U of North Florida	877,764	8,093	108.45
Winthrop C/SC	874,491	5,104	171.33
U of Alabama/Huntsville	869,201	8,577	101.34
U of West Florida	864,998	8,012	107.96
U of Texas/Tyler	841,128	3,725	225.80
California State U/Bakersfield	801,097	5,451	146.96
U of Southern Indiana	795,337	6,480	122.73
Augusta C/GA	767,973	5,205	147.54
Western Carolina U/NC	766,236	6,411	119.51
Towson State U/MD	744,613	15,034	49.52
Suny C/Potsdam	717,294	4,829	148.53
Eastern Montana C	697,834	3,989	174.93
Troy State U	685,684	13,975	49.06
Frostburg State U/MD	675,545	5,019	134.59
U of Montevallo/AL	661,571	3,256	203.18
Clarion U/PA	661,087	6,618	99.89
Suny C/Oswego	660,856	8,900	74.25
Salisbury State U/MD	652,698	5,734	113.82
Northern State C/SD	645,676	3,113	207.41
Slippery Rock U/PA	633,522	7,825	80.96
U of Arkansas/Pine Bluff	629,070	3,672	171.31
Suny C/Buffalo	612,138	12,570	48.69
Suny C/Geneseo	601,704	5,599	107.46
U of Keene/SC	598,046	4,599	130.03
Southern Arkansas U	587,835	2,514	233.82
West Texas State U	577,118	6,193	93.18
U of South Carolina/Spartanburg	557,475	3,501	159.23
Central Connecticut State U	547,750	13,809	39.66
Edinboro U/PA	544,347	8,131	66.95
Suny C/Cortland	540,576	7,500	72.07
Metropolitan State U/CO	529,834	16,747	31.63
Fitchburg State C/MA	516,523	6,997	73.82
West Virginia State C	507,330	4,834	104,95
North Georgia C	498,479	2,518	197.96
Tarleton State U/TX	497,090	6,250	79.53
East Stroudsburg U/PA	484,203	5,555	87.16
Lock Haven U/PA	481,976	3,521	136.88
U of Wisconsin/Stout	456,655	7,445	61.33
Suny C/Brockport	453,815	9,662	46.96
Savannah State C	437,368	2,351	186.03

Valdosta State C	430,289	7,144	60.23
Francis Marion C/SC	424,794	3,926	108.20
Suny C/Fredonia	404,031	4,800	84.17
Suny C/Oneonta	393,753	6,319	62.31
Auburn U/Montgomery	377,079	6,296	59.89
Suny/New Paltz	375,610	8,612	43.61
Maryland U/Eastern Shore	373,726	1,828	204.44
U of New Hampshire/Plymouth	367,012	4,365	84.08
Suny C/Empire	363,601	6,900	52.69
Bluefield State C	347,584	2,702	128.63
Southwest State U/MN	344,028	3,035	113.35
Mansfield U/PA	341,726	3,182	107.39
U of Texas/Permian Basin	331,677	2,041	162.50
California State U/System	326,940	N/A	N/A
Alcorn State U/MS	326,231	2,853	114.34
Kentucky State U	279,277	2,512	111.17
U of Wisconsin/Superior	264,317	2,651	99.70
U of Wisconsin/Parkside	262,292	5,113	51.29
Coppin State C/MD	259,728	N/A	N/A
Missouri Southern State C	249,709	6,012	41.53
Bowie State C/MD	227,891	4,189	54.40
Corpus Christi State U/TX	214,021	3,815	56.09
U of Maine/Farmington	167,200	2,438	68.58
North Adams State C/MA	109,516	2,421	45.23
Puerto Rico U/Cayey	79,953	3,355	23.83
U of Texas/Brownsville	39,987	1,307	30.59

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1991

Table 3

Rank By Ratio of Dollars Raised To Enrollment

	Dollars Raised	Enrollment	Dollar Ratio
Michigan Technical U	6,116,052	6,640	921.09
North Carolina A&T State U	5,768,807	6,515	885.46
Montana C of Min Sci A Tech	1,429,190	1,929	740.89
Delaware State C	1,883,502	2,606	722.75
Winston-Salem State U	1,810,118	2,617	691.67
California State U/Fresno	13,466,383	22,238	605.55
Southeast Missouri State U	4,975,677	8,816	564.39
East Carolina U/NC	8,595,358	16,500	520.93
Mary Washington C/VA	1,790,645	3,475	515.29
Grand Valley State U/MI	5,700,000	12,565	453.64
Wichita State U	7,523,661	16,668	451.38
South Dakota State U	3,442,769	7,642	450.50
Cuny City C/NY	5,845,732	14,090	414.88
James Madison U/VA	4,477,254	11,251	397.94
California State U/San Diego	13,887,998	35,021	396.56
California State U/Long Beach	12,837,943	33,092	387.94
Suny C of Technology/Utica-Rome	985,160	2,614	376.87
Marshall U/WV	4,709,621	12,581	374.34
Emporia State U/KS	2,253,494	6,077	370.82
U of Texas/El Paso	6,064,741	16,522	367.07
Pittsburg State U/KS	2,169,447	5,918	366.58
California State U/Pomona	7,118,959	19,919	357.39
California State U/Chico	5,494,127	16,641	330.15
Western Washington U	3,142,998	9,732	322.95
Fayetteville State U	1,042,700	3,300	315.96
Oakland U/MI	3,826,149	12,400	308.56
Longwood C/VA	1,012,357	3,329	304.10
California State U/San Luis Obispo	5,383,768	17,758	303.17
Washburn U/KS	1,934,043	6,492	297.91
Appalachian State U/NC	3,242,732	11,987	270.52
California State U/Los Angeles	5,650,295	21,017	268.84
U of Texas/A&I	1,581,312	6,014	262.93
U of Arkansas/Little Rock	2,913,873	11,362	256.45
Prairie View A&M U	1,209,088	4,990	242.30
George Mason U/VA	4,854,694	20,308	239.05

East Tennessee State U	2,673,197	11,358	235.35
Southern Arkansas U	587,835	2,514	233.82
Georgia Southern U	2,781,702	12,250	227.07
U of Texas/Tyler	841,128	3,725	225.80
Eastern Illinois U	2,319,344	10,301	225.15
California State U/Humboldt	1,770,556	8,044	220.10
Midwestern State U/TX	1,204,235	5,582	215.73
Shippensburg U/PA	1,409,158	6,594	213.70
U of Texas/Pan American	2,599,287	12,242	212.32
Suny C/Plattsburgh	1,374,877	6,555	209.74
Northern State C/SD	645,676	3,113	207.41
Maryland U/Eastern Shore	373,726	1,828	204.44
U of Montevallo/AL	661,571	3,256	203.18
Murray State U/KY	1,617,361	8,097	199.74
Bemidji State U/MN	1,081,489	5,423	199.42
North Georgia C	498,479	2,518	197.96
U of Baltimore/MD	1,136,159	5,772	196.83
Southwest Missouri State U	3,877,909	20,380	190.28
Savannah State C	437,368	2,351	186.03
Ferris State C	2,193,129	12,076	181.61
Arkansas State U	1,669,450	9,264	180.20
U of Texas/San Antonio	2,772,472	15,489	178.99
Eastern Kentucky U	2,736,435	15,371	178.02
Eastern Montana C	697,834	3,989	174.93
Central Michigan U	2,931,934	16,866	173.83
Winona State U/MN	1,339,795	7,713	173.70
California State U/Sacramento	5,030,767	29,185	172.37
Winthrop C/SC	874,491	5,104	171.33
U of Arkansas/Pine Bluff	629,070	3,672	171.31
California State U/San Francisco	4,954,867	29,340	168.87
California State U/Stanislaus	975,062	5,811	167.79
Kearney State C	1,657,285	9,899	167.41
California State U/Sonoma	1,683,972	10,069	167.24
Radford U	1,570,109	9,488	165.48
Florida International U	3,614,299	21,999	164.29
U of Texas/Permian Basin	331,677	2,041	162.50
California State U/San Bernardino	1,919,886	12,056	159.24
U of South Carolina/Spartanburg	557,475	3,501	159.23
Bloomsburg U/PA	1,163,733	7,464	155.91
Indiana U/PA	2,234,936	14,398	155.22
Charleston C/SC	1,197,817	7,726	155.03
California State U/Northridge	4,696,532	31,166	150.69
Suny C/Potsdam	717,294	4,829	148.53
Augusta C/GA	767,973	5,205	147.54
U of North Carolina/Wilmington	1,029,525	6,978	147.53

California State U/Bakersfield	801,097	5,451	146.96
U of Southern Maine	1,530,428	10,487	145.93
Saginaw Valley State U/MI	895,279	6,212	144.12
Lock Haven U/PA	481,976	3,521	136.88
Kutztown U/PA	1,058,905	7,742	136.77
Millerville U/PA	1,050,993	7,789	134.93
Frostburg State U/MD	675,545	5,019	134.59
California State U/Dominguez Hills	1,575,742	12,000	131.31
U of Keene/SC	598,046	4,599	130.03
Bluefield State C	347,584	2,702	128.63
West Chester U/PA	1,521,027	12,076	125.95
U of Southern Indiana	795,337	6,480	122.73
California State U/Hayward	1,919,968	15,770	121.74
Western Carolina U/NC	766,236	6,411	119.51
Central Missouri State U	1,349,084	11,429	118.04
Morehead State U/KY	1,012,917	8,622	117.48
California State U/San Jose	3,947,498	33,857	116.59
Alcorn State U/MS	326,231	2,853	114.34
Salisbury State U/MD	652,698	5,734	113.82
Southwest State U/MN	344,028	3,035	113.35
Kentucky State U	279,277	2,512	111.17
Stephen F. Austin State U	1,395,741	12,815	108.91
U of North Florida	877,764	8,093	108.45
Francis Marion C/SC	424,794	3,926	108.20
U of West Florida	864,998	8,012	107.96
Suny C/Geneseo	601,704	5,599	107.46
Mansfield U/PA	341,726	3,182	107.39
West Virginia State C	507,330	4,834	104.95
Mankato State U/MN	1,680,459	16,526	101.68
U of Alabama/Huntsville	869,201	8,577	101.34
Clarion U/PA	661,087	6,618	99.89
U of Wisconsin/Superior	264,317	2,651	99.70
Southwest Texas State U	2,072,529	20,940	98.97
Moorhead State U	891,819	9,248	96.43
Wright State U/OH	1,650,303	17,380	94.95
California State U/Fullerton	2,509,202	26,841	93.48
West Texas State U	577,118	6,193	93.18
East Stroudsburg U/PA	484,203	5,555	87.16
Western Illinois U	1,189,504	13,754	86.48
Suny C/Fredonia	404,031	4,800	84.17
U of New Hampshire/Plymouth	367,012	4,365	84.08
Slippery Rock U/PA	633,522	7,825	80.96
Tarleton State U/TX	497,090	6,250	79.53
Eastern Michigan U	1,920,354	25,024	76.74
St. Cloud State U/MN	1,268,115	17,076	74.26

Suny C/Oswego	660,856	8,900	74.25
Fitchburg State C/MA	516,523	6,997	73.82
Suny C/Cortland	540,576	7,500	72.07
U of Maine/Farmington	167,200	2,438	68.58
Edinboro U/PA	544,347	8,131	66.95
Suny C/Oneonta	393,753	6,319	62.31
U of Wisconsin/Stout	456,655	7,445	61.33
Valdosta State C	430,289	7,144	60.23
Auburn U/Montgomery	377,079	6,296	59.89
Corpus Christi State U/TX	214,021	3,815	56.09
Bowie State C/MD	227,891	4,189	54.40
Suny C/Empire	363,601	6,900	52.69
U of Wisconsin/Parkside	262,292	5,113	51.29
California State U/System	326,940	N/A	N/A
Towson State U/MD	744,613	15,034	49.52
Troy State U	685,684	13,975	49.06
Suny C/Buffalo	612,138	12,570	48.69
Suny C/Brockport	453,815	9,662	46.96
Coppin State C/MD	259,728	N/A	N/A
North Adams State C/MA	109,516	2,421	45.23
Suny/New Paltz	375,610	8,612	43.61
Missouri Southern State C	249,709	6,012	41.53
Central Connecticut State U	547,750	13,809	39.66
Metropolitan State U/CO	529,834	16,747	31.63
U of Texas/Brownsville	39,987	1,307	30.59
Puerto Rico U/Cayey	79,953	3,355	23.83

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1991

Table 4

Rank By Enrollment

	Dollars Raised	Enrollment	Dollar Ratio
California State U/San Diego	13,887,998	35,021	396.56
California State U/San Jose	3,947,498	33,857	116.59
California State U/Long Beach	12,837,943	33,092	387.94
California State U/Northridge	4,696,532	31,166	150.69
California State U/San Francisco	4,954,867	29,340	168.87
California State U/Sacramento	5,030,767	29,185	172.37
California State U/Fullerton	2,509,202	26,841	93.48
Eastern Michigan U	1,920,354	25,024	76.74
California State U/Fresno	13,466,383	22,238	605.55
Florida International U	3,614,299	21,999	164.29
California State U/Los Angeles	5,650,295	21,017	268.84
Southwest Texas State U	2,072,529	20,940	98.97
Southwest Missouri State U	3,877,909	20,380	190.28
George Mason U/VA	4,854,694	20,308	239.05
California State U/Pomona	7,118,959	19,919	357.39
California State U/San Luis Obispo	5,383,768	17,758	303.17
Wright State U/OH	1,650,303	17,380	94.95
St. Cloud State U/MN	1,268,115	17,076	74.26
Central Michigan U	2,931,934	16,866	173.83
Metropolitan State U/CO	529,834	16,747	31.63
Wichita State U	7,523,661	16,668	451.38
California State U/Chico	5,494,127	16,641	330.15
Mankato State U/MN	1,680,459	16,526	101.68
U of Texas/El Paso	6,064,741	16,522	367.07
East Carolina U/NC	8,595,358	16,500	520.93
California State U/Hayward	1,919,968	15,770	121.74
U of Texas/San Antonio	2,772,472	15,489	178.99
Eastern Kentucky U	2,736,435	15,371	178.02
Towson State U/MD	744,613	15,034	49.52
Indiana U/PA	2,234,936	14,398	155.22
Cuny City C/NY	5,845,732	14,090	414.88
Troy State U	685,684	13,975	49.06
Central Connecticut State U	547,750	13,809	39.66
Western Illinois U	1,189,504	13,754	86.48
Stephen F. Austin State U	1,395,741	12,815	108.91

Marshall U/WV	4,709,621	12,581	374.34
Suny C/Buffalo	612,138	12,570	48.69
Grand Valley State U/MI	5,700,000	12,565	453.64
Oakland U/MI	3,826,149	12,400	308.56
Georgia Southern U	2,781,702	12,250	227.07
U of Texas/Pan American	2,599,287	12,242	212.32
Ferris State C	2,193,129	12,076	181.61
West Chester U/PA	1,521,027	12,076	125.95
California State U/San Bernardino	1,919,886	12,056	159.24
California State U/Dominguez Hills	1,575,742	12,000	131.31
Appalachian State U/NC	3,242,732	11,987	270.52
Central Missouri State U	1,349,084	11,429	118.04
U of Arkansas/Little Rock	2,913,873	11,362	256.45
East Tennessee State U	2,673,197	11,358	235.35
James Madison U/VA	4,477,254	11,251	397.94
U of Southern Maine	1,530,428	10,487	145.93
Eastern Illinois U	2,319,344	10,301	225.15
California State U/Sonoma	1,683,972	10,069	167.24
Kearney State C	1,657,285	9,899	167.41
Western Washington U	3,142,998	9,732	322.95
Suny C/Brockport	453,815	9,662	46.96
Radford U	1,570,109	9,488	165.48
Arkansas State U	1,669,450	9,264	180.20
Moorhead State U	891,819	9,248	96.43
Suny C/Oswego	660,856	8,900	74.25
Southeast Missouri State U	4,975,677	8,816	564.39
Morehead State U/KY	1,012,917	8,622	117.48
Suny/New Paltz	375,610	8,612	43.61
U of Alabama/Huntsville	869,201	8,577	101.34
Edinboro U/PA	544,347	8,131	66.95
Murray State U/KY	1,617,361	8,097	199.74
U of North Florida	877,764	8,093	108.45
California State U/Humboldt	1,770,556	8,044	220.10
U of West Florida	864,998	8,012	107.96
Slippery Rock U/PA	633,522	7,825	80.96
Millerville U/PA	1,050,993	7,789	134.93
Kutztown U/PA	1,058,905	7,742	136.77
Charleston C/SC	1,197,817	7,726	155.03
Winona State U/MN	1,339,795	7,713	173.70
South Dakota State U	3,442,769	7,642	450.50
Suny C/Cortland	540,576	7,500	72.07
Bloomsburg U/PA	1,163,733	7,464	155.91
U of Wisconsin/Stout	456,655	7,445	61.33
Valdosta State C	430,289	7,144	60.23
Fitchburg State C/MA	516,523	6,997	73.82

U of North Carolina/Wilmington	1,029,525	6,978	147.53
Suny C/Empire	363,601	6,900	52.69
Michigan Technical U	6,116,052	6,640	921.09
Clarion U/PA	661,087	6,618	99.89
Shippensburg U/PA	1,409,158	6,594	213.70
Suny C/Plattsburgh	1,374,877	6,555	209.74
North Carolina A&T State U	5,768,807	6,515	885.46
Washburn U/KS	1,934,043	6,492	297.91
U of Southern Indiana	795,337	6,480	122.73
Western Carolina U/NC	766,236	6,411	119.51
Suny C/Oneonta	393,753	6,319	62.31
Auburn U/Montgomery	377,079	6,296	59.89
Tarleton State U/TX	497,090	6,250	79.53
Saginaw Valley State U/MI	895,279	6,212	144.12
West Texas State U	577,118	6,193	93.18
Emporia State U/KS	2,253,494	6,077	370.82
U of Texas/A&I	1,581,312	6,014	262.93
Missouri Southern State C	249,709	6,012	41.53
Pittsburg State U/KS	2,169,447	5,918	366.58
California State U/Stanislaus	975,062	5,811	167.79
U of Baltimore/MD	1,136,159	5,772	196.83
Salisbury State U/MD	652,698	5,734	113.82
Suny C/Geneseo	601,704	5,599	107.46
Midwestern State U/TX	1,204,235	5,582	215.73
East Stroudsburg U/PA	484,203	5,555	87.16
California State U/Bakersfield	801,097	5,451	146.96
Bemidji State U/MN	1,081,489	5,423	199.42
Augusta C/GA	767,973	5,205	147.54
U of Wisconsin/Parkside	262,292	5,113	51.29
Winthrop C/SC	874,491	5,104	171.33
Frostburg State U/MD	675,545	5,019	134.59
Prairie View A&M U	1,209,088	4,990	242.30
West Virginia State C	507,330	4,834	104.95
Suny C/Potsdam	717,294	4,829	148.53
Suny C/Fredonia	404,031	4,800	84.17
U of Keene/SC	598,046	4,599	130.03
U of New Hampshire/Plymouth	367,012	4,365	84.08
Bowie State C/MD	227,891	4,189	54.40
Eastern Montana C	697,834	3,989	174.93
Francis Marion C/SC	424,794	3,926	108.20
Corpus Christi State U/TX	214,021	3,815	56.09
U of Texas/Tyler	841,128	3,725	225.80
U of Arkansas/Pine Bluff	629,070	3,672	171.31
Lock Haven U/PA	481,976	3,521	136.88
U of South Carolina/Spartanburg	557,475	3,501	159.23

Mary Washington C/VA	1,790,645	3,475	515.29
Puerto Rico U/Cayey	79,953	3,355	23.83
Longwood C/VA	1,012,357	3,329	304.10
Fayetteville State U	1,042,700	3,300	315.96
U of Montevallo/AL	661,571	3,256	203.18
Mansfield U/PA	341,726	3,182	107.39
Northern State C/SD	645,676	3,113	207.41
Southwest State U/MN	344,028	3,035	113.35
Alcorn State U/MS	326,231	2,853	114.34
Bluefield State C	347,584	2,702	128.63
U of Wisconsin/Superior	264,317	2,651	99.70
Winston-Salem State U	1,810,118	2,617	691.67
Suny C of Technology/Utica-Rome	985,160	2,614	376.87
California State U/System	326,940	N/A	N/A
Delaware State C	1,883,502	2,606	722.75
North Georgia C	498,479	2,518	197.96
Southern Arkansas U	587,835	2,514	233.82
Kentucky State U	279,277	2,512	111.17
Coppin State C/MD	259,728	N/A	N/A
U of Maine/Farmington	167,200	2,438	68.58
North Adams State C/MA	109,516	2,421	45.23
Savannah State C	437,368	2,351	186.03
U of Texas/Permian Basin	331,677	2,041	162.50
Montana C of Min Sci A Tech	1,429,190	1,929	740.89
Maryland U/Eastern Shore	373,726	1,828	204.44
U of Texas/Brownsville	39,987	1,307	30.59

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1991

Table 5

Alphabetical Listing of Endowments With Two-Year Comparison

	ENDOWMENT FY 1991	ENDOWMENT FY 1990
U of Alabama/Huntsville	850,168	801,732
Alcorn State U/MS	2,792,819	2,436,009
Appalachian State U/NC	15,618,934	14,171,662
Arkansas State U	7,783,808	7,325,093
U of Arkansas/Little Rock	3,931,751	4,432,978
U of Arkansas/Pine Bluff	1,556,807	1,430,607
Auburn U/Montgomery	6,698,783	5,635,021
Augusta C/GA	4,523,684	3,910,777
U of Baltimore/MD	6,725,123	6,324,276
Bemidji State U/MN	1,839,081	1,083,106
Bloomsburg U/PA	3,150,097	3,198,126
Bluefield State C	681,553	N/A
Bowie State C/MD	44,292	183,243
California State U/Bakersfield	1,197,984	1,136,776
California State U/Chico	11,971,153	6,580,941
California State U/Dominguez Hills	1,166,655	N/A
California State U/Fresno	16,822,845	12,423,480
California State U/Fullerton	1,857,440	1,670,462
California State U/Hayward	1,793,761	474,282
California State U/Humboldt	3,645,516	3,025,279
California State U/Long Beach	5,546,283	4,863,367
California State U/Los Angeles	3,589,000	3,368,086
California State U/Northridge	9,090,427	8,363,000
California State U/Pomona	4,102,861	2,000,979
California State U/Sacramento	3,518,979	2,882,866
California State U/San Bernardino	808,093	699,565
California State U/San Diego	19,999,864	16,714,458
California State U/San Francisco	3,772,426	3,287,961
California State U/San Jose	6,230,870	5,697,868
California State U/San Luis Obispo	12,932,501	11,212,607
California State U/Sonoma	2,824,130	1,716,394
California State U/Stanislaus	436,274	363,725
California State U/System	680,536	616,125
Central Connecticut State U	0	N/A
Central Michigan U	5,870,010	5,456,503

Central Missouri State U	6,223,704	5,728,716
Charleston C/SC	10,000,000	7,780,114
Clarion U/PA	1,423,405	1,433,483
Coppin State C/MD	N/A	554,386
Corpus Christi State U/TX	771,678	985,413
Cuny City C/NY	21,312,613	22,776,791
Delaware State C	2,589,985	1,513,705
East Carolina U/NC	14,622,936	13,439,798
East Stroudsburg U/PA	589,781	515,632
East Tennessee State U	13,070,000	2,812,782
Eastern Illinois U	7,210,000	N/A
Eastern Kentucky U	2,659,129	2,013,982
Eastern Michigan U	7,744,575	7,610,264
Eastern Montana C	3,049,267	2,543,770
Edinboro U/PA	1,061,640	872,042
Emporia State U/KS	14,708,645	14,253,577
Fayetteville State U	1,780,130	N/A
Ferris State C	6,277,824	N/A
Fitchburg State C/MA	2,764,423	2,764,423
Florida International U	4,469,574	N/A
Francis Marion C/SC	3,315,420	3,059,940
Frostburg State U/MD	1,222,149	695,736
George Mason U/VA	9,028,746	20,040,999
Georgia Southern U	2,583,449	2,205,164
Grand Valley State U/MI	8,070,389	7,766,553
Indiana U/PA	4,977,095	4,586,026
James Madison U/VA	N/A	9,197,059
Kearney State C	4,296,651	N/A
Kentucky State U	2,974,717	2,739,920
Kutztown U/PA	1,684,708	1,390,292
Lock Haven U/PA	957,313	812,122
Longwood C/VA	7,550,492	6,389,960
U of Maine/Farmington	1,358,128	1,300,000
Mankato State U/MN	3,324,569	3,107,772
Mansfield U/PA	1,137,075	995,347
Marshall U/WV	18,763,971	15,005,014
Mary Washington C/VA	8,000,000	7,000,000
Maryland U/Eastern Shore	3,500,000	N/A
Metropolitan State U/CO	400,212	231,447
Michigan Technical U	1,396,000	1,385,000
Midwestern State U/TX	1,708,013	1,425,465
Millerville U/PA	2,156,605	1,792,873
Missouri Southern State C	0	0
Montana C of Min Sci A Tech	3,242,166	N/A
U of Montevallo/AL	1,059,324	1,065,689

Moorhead State U	789,700	526,888
Morehead State U/KY	753,447	539,717
Murray State U/KY	4,940,796	7,434,077
U of North Carolina/Wilmington	5,710,932	6,056,459
U of Keene/SC	1,330,620	N/A
U of New Hampshire/Plymouth	553,229	509,500
North Adams State C/MA	307,763	158,580
North Carolina A&T State U	2,403,895	N/A
U of North Florida	155,593	352,269
North Georgia C	6,456,965	N/A
Northern State C/SD	2,105,899	2,034,587
Oakland U/MI	6,140,090	3,633,047
Pittsburg State U/KS	11,166,352	10,509,000
Prairie View A&M U	4,804,896	2,890,026
Puerto Rico U/Cayey	0	N/A
Radford U	3,045,263	N/A
Saginaw Valley State U/MI	2,665,759	2,579,879
Salisbury State U/MD	5,632,992	3,814,990
Savannah State C	N/A	N/A
U of South Carolina/Spartanburg	779,777	544,169
Shippensburg U/PA	3,931,733	3,293,575
Slippery Rock U/PA	1,561,981	1,008,089
South Dakota State U	15,901,771	14,272,153
Southeast Missouri State U	6,887,628	5,259,932
Southern Arkansas U	6,832,906	6,100,000
U of Southern Indiana	1,585,656	1,259,500
U of Southern Maine	6,223,737	2,061,688
Southwest Missouri State U	5,414,887	4,291,132
Southwest State U/MN	2,029,833	1,811,442
Southwest Texas State U	17,647,210	17,014,336
St. Cloud State U/MN	1,636,645	1,286,791
Stephen F. Austin State U	12,050,085	N/A
Suny C/Brockport	955,404	869,541
Suny C/Buffalo	2,484,890	2,135,416
Suny C/Cortland	2,000,000	1,661,328
Suny C/Fredonia	1,900,000	1,400,000
Suny C/Geneseo	981,000	868,165
Suny/New Paltz	1,265,686	1,229,979
Suny C/Oneonta	4,124,831	4,049,398
Suny C/Oswego	654,838	582,974
Suny C/Plattsburgh	4,045,168	3,262,540
Suny C/Potsdam	2,779,033	3,054,010
Suny C of Technology/Utica-Rome	307,512	243,137
Suny C/Empire	3,416,925	2,069,387
Tarleton State U/TX	4,209,795	3,704,483

U of Texas/A&I	2,214,357	6,384,513
U of Texas/Brownsville	21,960	N/A
U of Texas/El Paso	23,755,007	23,036,634
U of Texas/Pan American	9,648,708	4,518,841
U of Texas/Permian Basin	2,738,557	3,615,511
U of Texas/San Antonio	5,806,351	5,102,896
U of Texas/Tyler	15,744,709	15,661,639
Towson State U/MD	1,362,982	1,199,561
Troy State U	8,000,000	N/A
Valdosta State C	3,242,327	N/A
Washburn U/KS	41,711,947	39,261,014
West Chester U/PA	1,428,518	1,265,001
U of West Florida	6,493,630	6,079,821
West Texas State U	5,139,228	N/A
West Virginia State C	347,050	317,124
Western Carolina U/NC	1,764,430	1,669,431
Western Illinois U	4,620,107	3,837,135
Western Washington U	2,306,887	673,784
Wichita State U	44,356,077	N/A
Winona State U/MN	1,558,406	3,001,107
Winthrop C/SC	3,273,384	4,745,508
Winston-Salem State U	5,242,094	N/A
U of Wisconsin/Parkside	706,491	N/A
U of Wisconsin/Stout	116,842	167,159
U of Wisconsin/Superior	3,899,424	N/A
Wright State U/OH	11,932,278	11,044,816

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1991

Table 6

Rank of Endowment By Total Dollars

	Endowment FY 1991	Enroll ment	Dollars Student
Wichita State U	44,356,077	16,668	2,661.15
Washburn U/KS	41,711,947	6,492	6,425.13
U of Texas/El Paso	23,755,007	16,522	1,437.78
Cuny City C/NY	21,312,613	14,090	1,512.60
California State U/San Diego	19,999,864	35,021	571.08
Marshall U/WV	18,763,971	12,581	1,491.45
Southwest Texas State U	17,647,210	20,940	842.75
California State U/Fresno	16,822,845	22,238	756.49
South Dakota State U	15,901,771	7,642	2,080.83
U of Texas/Tyler	15,744,709	3,725	4,226.76
Appalachian State U/NC	15,618,934	11,987	1,302.98
Emporia State U/KS	14,708,645	6,077	2,420.37
East Carolina U/NC	14,622,936	16,500	886.23
East Tennessee State U	13,070,000	11,358	1,150.73
California State U/San Luis Obispo	12,932,501	17,758	728.26
Stephen F. Austin State U	12,050,085	12,815	940.31
California State U/Chico	11,971,153	16,641	719.37
Wright State U/OH	11,932,278	17,380	686.55
Pittsburg State U/KS	11,166,352	5,918	1,886.84
Charleston C/SC	10,000,000	7,726	129.43
U of Texas/Pan American	9,648,708	12,242	788.16
California State U/Northridge	9,090,427	31,166	291.67
George Mason U/VA	9,028,746	20,308	444.59
Grand Valley State U/MI	8,070,389	12,565	642.29
Mary Washington C/VA	8,000,000	3,475	2,302.15
Troy State U	8,000,000	13,975	572.45
Arkansas State U	7,783,808	9,264	840.22
Eastern Michigan U	7,744,575	25,024	309.48
Longwood C/VA	7,550,492	3,329	2,268.09
Eastern Illinois U	7,210,000	10,301	699.93
Southeast Missouri State U	6,887,628	8,816	781.26
Southern Arkansas U	6,832,906	2,514	2,717.94
U of Baltimore/MD	6,725,123	5,772	1,165.12
Auburn U/Montgomery	6,698,783	6,296	1,063.97
U of West Florida	6,493,630	8,012	810.48

North Georgia C	6,456,965	2,518	2,564.32
Ferris State C	6,277,824	12,076	519.85
California State U/San Jose	6,230,870	33,857	184.03
Coppin State C/MD	N/A	N/A	N/A
U of Southern Maine	6,223,737	10,487	593.47
Central Missouri State U	6,223,704	11,429	544.55
Oakland U/MI	6,140,090	12,400	495.16
Central Michigan U	5,870,010	16,866	348.03
U of Texas/San Antonio	5,806,351	15,489	374.86
U of North Carolina/Wilmington	5,710,932	6,978	818.41
Salisbury State U/MD	5,632,992	5,734	982.38
California State U/Long Beach	5,546,283	33,092	167.60
Southwest Missouri State U	5,414,887	20,380	265.69
Winston-Salem State U	5,242,094	6,193	846.45
West Texas State U	5,139,228	6,193	829.84
Indiana U/PA	4,977,095	14,398	345.67
Murray State U/KY	4,940,796	8,097	610.20
Prairie View A&M U	4,804,896	4,990	962.90
Western Illinois U	4,620,107	13,754	335.91
Augusta C/GA	4,523,684	5,205	869.10
Florida International U	4,469,574	21,999	203.17
Kearney State C	4,296,651	9,899	434.04
Tarleton State U/TX	4,209,795	6,250	673.56
Suny C/Oneonta	4,124,831	6,319	652.76
California State U/Pomona	4,102,861	19,919	205.97
Suny C/Plattsburgh	4,045,168	6,555	617.11
James Madison U/VA	N/A	11,251	N/A
U of Arkansas/Little Rock	3,931,751	11,362	346.04
Shippensburg U/PA	3,931,733	6,594	596.25
U of Wisconsin/Superior	3,899,424	2,651	1,470.92
California State U/San Francisco	3,772,426	29,340	128.57
California State U/Humboldt	3,645,516	7,937	459.30
California State U/Los Angeles	3,589,000	21,017	170.76
California State U/Sacramento	3,518,979	29,185	120.57
Maryland U/Eastern Shore	3,500,000	1,828	1,914.66
Suny C/Empire	3,416,925	6,900	495.20
Mankato State U/MN	3,324,569	16,526	201.17
Francis Marion C/SC	3,315,420	3,926	844.47
Winthrop C/SC	3,273,384	5,104	641.33
Valdosta State C	3,242,327	7,144	453.85
Montana C of Min Sci A Tech	3,242,166	1,929	1,680.74
Bloomsburg U/PA	3,150,097	7,464	422.03
Eastern Montana C	3,049,267	3,989	764.41
Radford U	3,045,263	9,488	320.95
Kentucky State U	2,974,717	2,512	1,184.20

California State U/Sonoma	2,824,130	10,069	280.47
Alcorn State U/MS	2,792,819	2,853	978.90
Suny C/Potsdam	2,779,033	4,829	575.48
Fitchburg State C/MA	2,764,423	6,997	395.08
U of Texas/Permian Basin	2,738,557	2,041	1,341.77
Saginaw Valley State U/MI	2,665,759	6,212	429.13
Eastern Kentucky U	2,659,129	15,371	172.99
Delaware State C	2,589,985	2,606	993.85
Georgia Southern U	2,583,449	12,250	210.89
Suny C/Buffalo	2,484,890	12,570	197.68
North Carolina A&T State U	2,403,895	6,515	368.97
Western Washington U	2,306,887	9,732	237.04
U of Texas/A&I	2,214,357	6,014	368.20
Millerville U/PA	2,156,605	7,789	276.87
Northern State C/SD	2,105,899	3,113	676.48
Southwest State U/MN	2,029,833	3,035	668.80
Suny C/Cortland	2,000,000	7,500	266.66
Suny C/Fredonia	1,900,000	4,800	395.83
Savannah State C	N/A	2,351	N/A
California State U/Fullerton	1,857,440	26,841	69.20
Bemidji State U/MN	1,839,081	5,423	339.12
California State U/Hayward	1,793,761	15,770	113.74
Fayetteville State U	1,780,130	3,300	539.43
Western Carolina U/NC	1,764,430	6,411	275.21
Midwestern State U/TX	1,708,013	5,582	305.98
Kutztown U/PA	1,684,708	7,742	217.60
St. Cloud State U/MN	1,636,645	17,076	95.84
U of Southern Indiana	1,585,656	6,480	244.70
Slippery Rock U/PA	1,561,981	7,825	199.61
Winona State U/MN	1,558,406	7,713	202.04
U of Arkansas/Pine Bluff	1,556,807	3,672	423.96
West Chester U/PA	1,428,518	12,076	118.29
Clarion U/PA	1,423,405	6,618	215.08
Michigan Technical U	1,396,000	6,640	210.24
Towson State U/MD	1,362,982	15,034	90.65
U of Maine/Farmington	1,358,128	2,438	557.06
U of Keene/SC	1,330,620	4,599	289.32
Suny/New Paltz	1,265,686	8,612	146.96
Frostburg State U/MD	1,222,149	5,019	243.50
California State U/Bakersfield	1,197,984	5,451	219.77
California State U/Dominguez Hills	1,166,655	12,000	97.22
Mansfield U/PA	1,137,075	3,182	357.34
Edinboro U/PA	1,061,640	8,131	130.56
U of Montevallo/AL	1,059,324	3,256	325.34
Suny C/Geneseo	981,000	5,599	175.20

Lock Haven U/PA	957,313	3,521	271.88
Suny C/Brockport	955,404	9,662	98.88
U of Alabama/Huntsville	850,168	8,577	99.12
California State U/San Bernardino	808,093	12,056	67.02
Moorhead State U	789,700	9,248	85.39
U of South Carolina/Spartanburg	779,777	3,501	222.72
Corpus Christi State U/TX	771,678	3,815	202.27
Morehead State U/KY	753,447	8,622	87.38
U of Wisconsin/Parkside	706,491	5,113	138.17
Bluefield State C	681,553	2,702	252.24
California State U/System	680,536	N/A	N/A
Suny C/Oswego	654,838	8,900	73.57
East Stroudsburg U/PA	589,781	5,555	106.17
U of New Hampshire/Plymouth	553,229	4,365	126.74
California State U/Stanislaus	436,274	5,811	75.07
Metropolitan State U/CO	400,212	16,747	23.89
West Virginia State C	347,050	4,834	71.79
North Adams State C/MA	307,763	2,421	127.12
Suny C of Technology/Utica-Rome	307,512	2,614	117.64
U of North Florida	155,593	8,093	19.22
U of Wisconsin/Stout	116,842	7,322	15.95
Bowie State C/MD	44,292	4,189	10.57
U of Texas/Brownsville	21,960	1,307	16.80
Central Connecticut State U	0	13,809	N/A
Missouri Southern State C	0	6,012	N/A
Puerto Rico U/Cayey	0	3,355	N/A

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1991

Table 7

Endowment Listing By Enrollment

	Endowment FY 1991	Enrollment	Dollars Student
California State U/San Diego	19,999,864	35,021	571.08
California State U/San Jose	6,230,870	33,857	184.03
California State U/Long Beach	5,546,283	33,092	167.60
California State U/Northridge	9,090,427	31,166	291.67
California State U/San Francisco	3,772,426	29,340	128.57
California State U/Sacramento	3,518,979	29,185	120.57
California State U/Fullerton	1,857,440	26,841	69.20
Eastern Michigan U	7,744,575	25,024	309.48
California State U/Fresno	16,822,845	22,238	756.49
Florida International U	4,469,574	21,999	203.17
California State U/Los Angeles	3,589,000	21,017	170.76
Southwest Texas State U	17,647,210	20,940	842.75
Southwest Missouri State U	5,414,887	20,380	265.69
George Mason U/VA	9,028,746	20,308	444.59
California State U/Pomona	4,102,861	19,919	205.97
California State U/San Luis Obispo	12,932,501	17,758	728.26
Wright State U/OH	11,932,278	17,380	686.55
St. Cloud State U/MN	1,636,645	17,076	95.84
Central Michigan U	5,870,010	16,866	348.03
Metropolitan State U/CO	400,212	16,747	23.89
Wichita State U	44,356,077	16,668	2,661.15
California State U/Chico	11,971,153	16,641	719.37
Mankato State U/MN	3,324,569	16,526	201.17
U of Texas/El Paso	23,755,007	16,522	1,437.78
East Carolina U/NC	14,622,936	16,500	886.23
California State U/Hayward	1,793,761	15,770	113.74
U of Texas/San Antonio	5,806,351	15,489	374.86
Eastern Kentucky U	2,659,129	15,371	172.99
Towson State U/MD	1,362,982	15,034	90.65
Indiana U/PA	4,977,095	14,398	345.67
Cuny City C/NY	21,312,613	14,090	1,512.60
Troy State U	8,000,000	13,975	572.45
California State U/System	680,536	N/A	N/A
Central Connecticut State U	0	13,809	N/A
Western Illinois U	4,620,107	13,754	335.91

Stephen F. Austin State U	12,050,085	12,815	940.31
Marshall U/WV	18,763,971	12,581	1,491.45
Suny C/Buffalo	2,484,890	12,570	197.68
Coppin State C/MD	N/A	N/A	N/A
Grand Valley State U/MI	8,070,389	12,565	642.29
Oakland U/MI	6,140,090	12,400	495.16
Georgia Southern U	2,583,449	12,250	210.89
U of Texas/Pan American	9,648,708	12,242	788.16
Ferris State C	6,277,824	12,076	519.85
West Chester U/PA	1,428,518	12,076	118.29
California State U/San Bernardino	808,093	12,056	67.02
California State U/Dominguez Hills	1,166,655	12,000	97.22
Appalachian State U/NC	15,618,934	11,987	1,302.98
Central Missouri State U	6,223,704	11,429	544.55
U of Arkansas/Little Rock	3,931,751	11,362	346.04
East Tennessee State U	13,070,000	11,358	1,150.73
James Madison U/VA	N/A	11,251	N/A
U of Southern Maine	6,223,737	10,487	593.47
Eastern Illinois U	7,210,000	10,301	699.93
California State U/Sonoma	2,824,130	10,069	280.47
Kearney State C	4,296,651	9,899	434.04
Western Washington U	2,306,887	9,732	237.04
Suny C/Brockport	955,404	9,662	98.88
Radford U	3,045,263	9,488	320.95
Arkansas State U	7,783,808	9,264	840.22
Moorhead State U	789,700	9,248	85.39
Suny C/Oswego	654,838	8,900	73.57
Southeast Missouri State U	6,887,628	8,816	781.26
Morehead State U/KY	753,447	8,622	87.38
Suny/New Paltz	1,265,686	8,612	146.96
U of Alabama/Huntsville	850,168	8,577	99.12
Edinboro U/PA	1,061,640	8,131	130.56
Murray State U/KY	4,940,796	8,097	610.20
U of North Florida	155,593	8,093	19.22
U of West Florida	6,493,630	8,012	810.48
California State U/Humboldt	3,645,516	7,937	459.30
Slippery Rock U/PA	1,561,981	7,825	199.61
Millerville U/PA	2,156,605	7,789	276.87
Kutztown U/PA	1,684,708	7,742	217.60
Charleston C/SC	10,000,000	7,726	129.43
Winona State U/MN	1,558,406	7,713	202.04
South Dakota State U	15,901,771	7,642	2,080.83
Suny C/Cortland	2,000,000	7,500	266.66
Bloomsburg U/PA	3,150,097	7,464	422.03
U of Wisconsin/Stout	116,842	7,322	15.95

Valdosta State C	3,242,327	7,144	453.85
Fitchburg State C/MA	2,764,423	6,997	395.08
U of North Carolina/Wilmington	5,710,932	6,978	818.41
Suny C/Empire	3,416,925	6,900	495.20
Michigan Technical U	1,396,000	6,640	210.24
Clarion U/PA	1,423,405	6,618	215.08
Shippensburg U/PA	3,931,733	6,594	596.25
Suny C/Plattsburgh	4,045,168	6,555	617.11
North Carolina A&T State U	2,403,895	6,515	368.97
Washburn U/KS	41,711,947	6,492	6,425.13
U of Southern Indiana	1,585,656	6,480	244.70
Western Carolina U/NC	1,764,430	6,411	275.21
Suny C/Oneonta	4,124,831	6,319	652.76
Auburn U/Montgomery	6,698,783	6,296	1,063.97
Tarleton State U/TX	4,209,795	6,250	673.56
Saginaw Valley State U/MI	2,665,759	6,212	429.13
West Texas State U	5,139,228	6,193	829.84
Winston-Salem State U	5,242,094	6,193	846.45
Emporia State U/KS	14,708,645	6,077	2,420.37
U of Texas/A&I	2,214,357	6,014	368.20
Missouri Southern State C	0	6,012	N/A
Pittsburg State U/KS	11,166,352	5,918	1,886.84
California State U/Stanislaus	436,274	5,811	75.07
U of Baltimore/MD	6,725,123	5,772	1,165.12
Salisbury State U/MD	5,632,992	5,734	982.38
Suny C/Geneseo	981,000	5,599	175.20
Midwestern State U/TX	1,708,013	5,582	305.98
East Stroudsburg U/PA	589,781	5,555	106.17
California State U/Bakersfield	1,197,984	5,451	219.77
Bemidji State U/MN	1,839,081	5,423	339.12
Augusta C/GA	4,523,684	5,205	869.10
U of Wisconsin/Parkside	706,491	5,113	138.17
Winthrop C/SC	3,273,384	5,104	641.33
Frostburg State U/MD	1,222,149	5,019	243.50
Prairie View A&M U	4,804,896	4,990	962.90
West Virginia State C	347,050	4,834	71.79
Suny C/Potsdam	2,779,033	4,829	575.48
Suny C/Fredonia	1,900,000	4,800	395.83
U of Keene/SC	1,330,620	4,599	289.32
U of New Hampshire/Plymouth	553,229	4,365	126.74
Bowie State C/MD	44,292	4,189	10.57
Eastern Montana C	3,049,267	3,989	764.41
Francis Marion C/SC	3,315,420	3,926	844.47
Corpus Christi State U/TX	771,678	3,815	202.27
U of Texas/Tyler	15,744,709	3,725	4,226.76

U of Arkansas/Pine Bluff	1,556,807	3,672	423.96
Lock Haven U/PA	957,313	3,521	271.88
U of South Carolina/Spartanburg	779,777	3,501	222.72
Mary Washington C/VA	8,000,000	3,475	2,302.15
Puerto Rico U/Cayey	0	3,355	N/A
Longwood C/VA	7,550,492	3,329	2.268.09
Fayetteville State U	1,780,130	3,300	539.43
U of Montevallo/AL	1,059,324	3,256	325.34
Mansfield U/PA	1,137,075	3,182	357.34
Northern State C/SD	2,105,899	3,113	676.48
Southwest State U/MN	2,029,833	3,035	668.80
Alcorn State U/MS	2,792,819	2,853	978.90
Bluefield State C	681,553	2,702	252.24
U of Wisconsin/Superior	3,899,424	2,651	1,470.92
Suny C of Technology/Utica-Rome	307,512	2,614	117.64
Delaware State C	2,589,985	2,606	993.85
North Georgia C	6,456,965	2,518	2,564.32
Southern Arkansas U	6,832,906	2,514	2,717.94
Kentucky State U	2,974,717	2,512	1,184.20
U of Maine/Farmington	1,358,128	2,438	557.06
North Adams State C/MA	307,763	2,421	127.12
Savannah State C	N/A	2,351	N/A
U of Texas/Permian Basin	2,738,557	2,041	1,341.77
Montana C of Min Sci A Tech	3,242,166	1,929	1,680.74
Maryland U/Eastern Shore	3,500,000	1,828	1,914.66
U of Texas/Brownsville	21,960	1,307	16.80

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1991

Table 8

Rank of Endowment By Dollars Per Student

	Endowment FY 1991	Enrollment	Dollars Student
Washburn U/KS	41,711,947	6,492	6,425.13
U of Texas/Tyler	15,744,709	3,725	4,226.76
Southern Arkansas U	6,832,906	2,514	2,717.94
Wichita State U	44,356,077	16,668	2,661.15
North Georgia C	6,456,965	2,518	2,564.32
Emporia State U/KS	14,708,645	6,077	2,420.37
Mary Washington C/VA	8,000,000	3,475	2,302.15
South Dakota State U	15,901,771	7,642	2,080.83
Maryland U/Eastern Shore	3,500,000	1,828	1,914.66
Pittsburg State U/KS	11,166,352	5,918	1,886.84
Montana C of Min Sci A Tech	3,242,166	1,929	1,680.74
Cuny City C/NY	21,312,613	14,090	1,512.60
Marshall U/WV	18,763,971	12,581	1,491.45
U of Wisconsin/Superior	3,899,424	2,651	1,470.92
U of Texas/El Paso	23,755,007	16,522	1,437.78
U of Texas/Permian Basin	2,738,557	2,041	1,341.77
Appalachian State U/NC	15,618,934	11,987	1,302.98
Kentucky State U	2,974,717	2,512	1,184.20
U of Baltimore/MD	6,725,123	5,772	1,165.12
East Tennessee State U	13,070,000	11,358	1,150.73
Auburn U/Montgomery	6,698,783	6,296	1,063.97
Delaware State C	2,589,985	2,606	993.85
Salisbury State U/MD	5,632,992	5,734	982.38
Alcorn State U/MS	2,792,819	2,853	978.90
Prairie View A&M U	4,804,896	4,990	962.90
Stephen F. Austin State U	12,050,085	12,815	940.31
East Carolina U/NC	14,622,936	16,500	886.23
Augusta C/GA	4,523,684	5,205	869.10
Winston-Salem State U	5,242,094	6,193	846.45
Francis Marion C/SC	3,315,420	3,926	844.47
Southwest Texas State U	17,647,210	20,940	842.75
Arkansas State U	7,783,808	9,264	840.22
California State U/System	680,536	N/A	N/A
Central Connecticut State U	0	13,809	N/A
West Texas State U	5,139,228	6,193	829.84

U of North Carolina/Wilmington	5,710,932	6,978	818.41
U of West Florida	6,493,630	8,012	810.48
U of Texas/Pan American	9,648,708	12,242	788.16
Coppin State C/MD	N/A	N/A	N/A
Southeast Missouri State U	6,887,628	8,816	781.26
Eastern Montana C	3,049,267	3,989	764.41
California State U/Fresno	16,822,845	22,238	756.49
California State U/San Luis Obispo	12,932,501	17,758	728.26
California State U/Chico	11,971,153	16,641	719.37
Eastern Illinois U	7,210,000	10,301	699.93
Wright State U/OH	11,932,278	17,380	686.55
Northern State C/SD	2,105,899	3,113	676.48
Tarleton State U/TX	4,209,795	6,250	673.56
Southwest State U/MN	2,029,833	3,035	668.80
Suny C/Oneonta	4,124,831	6,319	652.76
Grand Valley State U/MI	8,070,389	12,565	642.29
James Madison U/VA	N/A	11,251	N/A
Winthrop C/SC	3,273,384	5,104	641.33
Suny C/Plattsburgh	4,045,168	6,555	617.11
Murray State U/KY	4,940,796	8,097	610.20
Shippensburg U/PA	3,931,733	6,594	596.25
U of Southern Maine	6,223,737	10,487	593.47
Suny C/Potsdam	2,779,033	4,829	575.48
Troy State U	8,000,000	13,975	572.45
California State U/San Diego	19,999,864	35,021	571.08
U of Maine/Farmington	1,358,128	2,438	557.06
Central Missouri State U	6,223,704	11,429	544.55
Fayetteville State U	1,780,130	3,300	539.43
Ferris State C	6,277,824	12,076	519.85
Suny C/Empire	3,416,925	6,900	495.20
Oakland U/MI	6,140,090	12,400	495.16
California State U/Humboldt	3,645,516	7,937	459.30
Valdosta State C	3,242,327	7,144	453.85
George Mason U/VA	9,028,746	20,308	444.59
Kearney State C	4,296,651	9,899	434.04
Saginaw Valley State U/MI	2,665,759	6,212	429.13
U of Arkansas/Pine Bluff	1,556,807	3,672	423.96
Bloomsburg U/PA	3,150,097	7,464	422.03
Suny C/Fredonia	1,900,000	4,800	395.83
Fitchburg State C/MA	2,764,423	6,997	395.08
U of Texas/San Antonio	5,806,351	15,489	374.86
North Carolina A&T State U	2,403,895	6,515	368.97
U of Texas/A&I	2,214,357	6,014	368.20
Mansfield U/PA	1,137,075	3,182	357.34
Central Michigan U	5,870,010	16,866	348.03

U of Arkansas/Little Rock	3,931,751	11,362	346.04
Indiana U/PA	4,977,095	14,398	345.67
Bemidji State U/MN	1,839,081	5,423	339.12
Western Illinois U	4,620,107	13,754	335.91
U of Montevallo/AL	1,059,324	3,256	325.34
Radford U	3,045,263	9,488	320.95
Eastern Michigan U	7,744,575	25,024	309.48
Midwestern State U/TX	1,708,013	5,582	305.98
California State U/Northridge	9,090,427	31,166	291.67
U of Keene/SC	1,330,620	4,599	289.32
California State U/Sonoma	2,824,130	10,069	280.47
Millerville U/PA	2,156,605	7,789	276.87
Western Carolina U/NC	1,764,430	6,411	275.21
Lock Haven U/PA	957,313	3,521	271.88
Suny C/Cortland	2,000,000	7,500	266.66
Southwest Missouri State U	5,414,887	20,380	265.69
Bluefield State C	681,553	2,702	252.24
U of Southern Indiana	1,585,656	6,480	244.70
Frostburg State U/MD	1,222,149	5,019	243.50
Western Washington U	2,306,887	9,732	237.04
Missouri Southern State C	0	6,012	N/A
U of South Carolina/Spartanburg	779,777	3,501	222.72
California State U/Bakersfield	1,197,984	5,451	219.77
Kutztown U/PA	1,684,708	7,742	217.60
Clarion U/PA	1,423,405	6,618	215.08
Georgia Southern U	2,583,449	12,250	210.89
Michigan Technical U	1,396,000	6,640	210.24
California State U/Pomona	4,102,861	19,919	205.97
Florida International U	4,469,574	21,999	203.17
Corpus Christi State U/TX	771,678	3,815	202.27
Winona State U/MN	1,558,406	7,713	202.04
Mankato State U/MN	3,324,569	16,526	201.17
Slippery Rock U/PA	1,561,981	7,825	199.61
Suny C/Buffalo	2,484,890	12,570	197.68
California State U/San Jose	6,230,870	33,857	184.03
Suny C/Geneseo	981,000	5,599	175.20
Eastern Kentucky U	2,659,129	15,371	172.99
California State U/Los Angeles	3,589,000	21,017	170.76
California State U/Long Beach	5,546,283	33,092	167.60
Suny/New Paltz	1,265,686	8,612	146.96
U of Wisconsin/Parkside	706,491	5,113	138.17
Edinboro U/PA	1,061,640	8,131	130.56
Charleston C/SC	10,000,000	7,726	129.43
California State U/San Francisco	3,772,426	29,340	128.57
North Adams State C/MA	307,763	2,421	127.12

U of New Hampshire/Plymouth	553,229	4,365	126.74
California State U/Sacramento	3,518,979	29,185	120.57
West Chester U/PA	1,428,518	12,076	118.29
Suny C of Technology/Utica-Rome	307,512	2,614	117.64
Puerto Rico U/Cayey	0	3,355	N/A
California State U/Hayward	1,793,761	15,770	113.74
East Stroudsburg U/PA	589,781	5,555	106.17
U of Alabama/Huntsville	850,168	8,577	99.12
Suny C/Brockport	955,404	9,662	98.88
California State U/Dominguez Hills	1,166,655	12,000	97.22
St. Cloud State U/MN	1,636,645	17,076	95.84
Towson State U/MD	1,362,982	15,034	90.65
Morehead State U/KY	753,447	8,622	87.38
Moorhead State U	789,700	9,248	85.39
California State U/Stanislaus	436,274	5,811	75.07
Suny C/Oswego	654,838	8,900	73.57
West Virginia State C	347,050	4,834	71.79
California State U/Fullerton	1,857,440	26,841	69.20
California State U/San Bernardino	808,093	12,056	67.02
Metropolitan State U/CO	400,212	16,747	23.89
U of North Florida	155,593	8,093	19.22
Savannah State C	N/A	2,351	N/A
U of Texas/Brownsville	21,960	1,307	16.80
U of Wisconsin/Stout	116,842	7,322	15.95
Bowie State C/MD	44,292	4,189	10.57
Longwood C/VA	7,550,492	3,329	2.268.09

APPENDIX 3

PITTSBURG STATE UNIVERSITY
OFFICE OF RESEARCH
RESEARCH/GRANTS/CONTRACT ACTIVITY
FISCAL YEAR 1992

INITIATION	FUNDING SOURCE REQUEST	AWARD	STATUS
AS/BIOL	Great Plains Diabetes Research	6,632	Funded
AS/BIOL	Missouri Dept of Conservation	2,000	Funded
AS/BIOL	Miles Agriculture Division	7,950	Funded
AS/BIOL	Kansas Soybean Commission	4,040	Funded
AS/BIOL	Kansas Board of Regents	27,903	Funded
AS/BIOL	Crawford County	36,038	Funded
AS/BIOL	Sunflower Army Ammunition	5,241	Funded
AS/BIOL	Northcentral Aquaculture	29,000	Funded
AS/CHEM	National Science Foundation	125,871	Funded
AS/MATH	Kansas Board of Regents	40,417	Funded
AS/MUSIC	Kansas Arts Commissions	740	Funded
AS/MUSIC	Kansas Arts Commission	3,000	Funded
AS/PHYSICS	National Science Foundation	21,146	Funded
ED/HPER	KS Dept of Health & Environ.	16,500	Funded
ED/PSCH	National Academy Education	35,000	Funded
ED/SSAS	US Department of Education	40,000	Funded
TE/ETECH	University of Alabama	41,721	Funded
TE/IAED	General Motors	15,481	Funded
TE/IAT	General Motors	136,947	Funded
TE/TED	Superior Industries	41,580	Funded
TE/TED	US Department of Education	985,820	Funded
TE/TED	KS State Department of Ed.	54,000	Funded
SBDC	KSBDC/WSU	24,000	Pending
SBDC	KSBDC	66,000	Pending
AS/BIOL	KS Depart of Health & Environ.	10,386	Pending
AS/BIOL	EPA	70,236	Pending
AS/BIOL	EPA	23,941	Pending
AS/BIOL	Diabetes Research and Ed	17,651	Pending
AS/BIOL	Kansas Department of Wildlife	13,000	Pending
AS/BIOL	Kansas Depart. of Wildlife Park	13,092	Pending
AS/BIOL	Sigma XI	615	Pending
AS/CHEM	National Science Foundation	634,926	Pending
AS/MUSIC	Kansas Arts Commission	6,000	Pending
AS/MUSIC	Kansas Arts Commission	560	Pending
AS/NURS	Helene Fuld Health Trust	100,094	Pending
AS/PHYS	National Science Foundation		
ED/CURIN	Kansas Arts Commission	3,300	Pending
TE/ETECH	Society Mechanical Engineering	21,180	Pending
TE/TED	Anheuser-Busch	8,200	Pending
AS/BIOL	Kansas Board of Regents	30,785	Not Funded
AS/BIOL	Kansas Board of Regents	58,648	Not Funded
AS/BIOL	National Science Foundation	21,680	Not Funded
AS/COMM	Natl Endowment for Humanities	4,000	Not Funded
AS/ENGL	Natl Endowment for Humanities	4,000	Not Funded

APPENDIX 4

PITTSBURG STATE UNIVERSITY

ALUMNI STATISTICS
REPORTED TO THE COUNCIL FOR AID TO EDUCATION

Each year, Pittsburg State University reports to the Council For Aid To Education. The CFAE Voluntary Support report gives detailed analysis to the private gifts received through the Pittsburg State University Foundation for the University. Among others, alumni giving receives special attention.

The following policy governs how the University reports total alumni, alumni of record, alumni solicited, and alumni donors. It should be noted that the figure for total alumni is not reported to CFAE.

1. Total Alumni

The total number of alumni includes the following two categories.

A. All living and deceased certificate and degree holders constitute one category of alumni. This figure is usually reported as the University's total alumni.

B. Also considered in an alumni category are all students who have taken at least one course but have never received a certificate or degree from the University.

2. Alumni of Record

Alumni of Record is the special CFAE category used to determine the alumni who can be reached for solicitation purposes. The following procedures determine who are the Alumni of Record.

A. Alumni of Record include all living alumni noted in 1A above.

B. Alumni of Record include all alumni and spouses as separate individual records.

C. Alumni of Record do not include deceased or lost alumni as well as those living outside the United States. Also excluded are the graduates (December and May) in the most recent completed fiscal year and former students unless they have given in the recent completed fiscal year.

D. Alumni of Record also does not include those who have requested no solicitation by both mail and telephone, and those who have requested no contact from Pittsburg State University.

3. Alumni Solicited

A. All living individual alumni.

B. All living alumni with alumni spouses who count as one unless they request separate mailings or listing.

C. Former students who are established donors.

4. Alumni Not Solicited

A. Alumni not solicited include those who request no solicitation. Those who request no telephone solicitation will be solicited by mail unless requested not to be solicited by mail. Those requesting no mail solicitation will be solicited by telephone unless requested not to be solicited by telephone. All alumni not solicited either by mail or by telephone are not included in the Alumni of Record.

B. At present former students and graduates living outside the United States are not solicited. These categories are not included in the Alumni of Record.

5. Alumni Donors

A. An individual alumni donor making a gift who is single or has a spouse not an alumnus of PSU. Listing, response letter and receipt includes the donor and spouse unless otherwise requested. Listings will be on one line with either Mr. and Mrs. or the first names of both.

B. Individual alumnus who has an alumni spouse. Two donors will be recorded for such gifts. Listing, response letter and receipt includes the donor spouse unless otherwise requested. Listings will be on one line with either Mr. and Mrs. or the first names of both unless the donors request separate listings and that each be credited with one half of the gift.

C. Includes deceased alumni or those requesting no contact or solicitation if they did contribute during the recent completed fiscal year.

ALUMNI STATISTICS REPORTING PROCEDURES

I. Total Alumni is selected on the basis of an individuals source type code. The source type for alumni is the letter "A" which includes the following eleven categories.

(1) Alumni who do not work for matching companies

(2) Alumni who have PSU employed spouses

(3) Alumni who have spouses working for a matching company

(4) Alumni who work for a matching company

(5) Alumni who are retired but still bring in matching dollars

(6) Former students who do not work for matching companies

(7) Former students who do work for matching companies

(8) Current faculty who are alumni

(9) Retired or deceased faculty who are alumni

(10) Current staff who are alumni

(11) Retired or deceased staff who are alumni

II. Alumni of Record are first divided into the alumni group and the former student group excluding the most recent fiscal year graduates.

(1)	Total alumni		43,210
	Less 1992 class		910
	Alumni of Record		42,300
	Alumni of Record/alumni		41,265
	Alumni of Record/former students		1,035
(2)	Alumni of Record/alumni		41,265
(a)	Exclude lost, deceased, no PSU contact	7,663	
(b)	Exclude those outside USA	1,022	
(c)	Exclude those no phone/mail solicitation	249	
(d)	Alumni of Record/alumni remaining		32,331

(3)	Alumni of Record/former students		1,035
	(a) Exclude those who did not give (or their spouse) during the last completed fiscal year	911	
	(b) Alumni of Record/former students remaining	124	
(4)	Alumni of Record are the number remaining after all of the above exclusions		
	(a) Alumni of Record/alumni remaining		32.331
	(b) Alumni of Record/former students remaining		124
	(c) Alumni of Record for FY 1991 are		32,455

III. Alumni Solicited are selected from the Alumni of Record.

(a)	Alumni of Record		32,455
(b)	Remove all alumni coded as spouses	3,300	
(c)	Add those coded as spouses who are not married to Alumni	108	
(b)	Alumni Solicited For FY 1991 are		29,263

IV. Alumni Donors are selected from the Alumni of Record Count.

(a)	Alumni of Record		42,300
(b)	Exclude those who have not given or their spouse) during the last fiscal year	36,458	
(c)	Remove those coded deceased	31	
(d)	Add those who are deceased but have a giving record during the last fiscal year	23	
(e)	Alumni Donors for FY 1991		5,834

V. Alumni Statistics Reported to CFAE.

(1)	Alumni of Record	32,455
(2)	Alumni Solicited	29,263
(3)	Alumni Donors	5,834
(4)	Solicitation Effectiveness	19.94%

APPENDIX 5

PITTSBURG STATE UNIVERSITY
OFFICE OF DEVELOPMENT

PHONATHON REPORT FOR FY 1992

By

Connie Pelton Kays

The Pittsburg State University Foundation Phonathon has become an established part of the Annual Fund. Annual reports of previous phonathons have appeared in the Pittsburg State University Development Achievements published each year. Private support of the University grows stronger each year because of increasing numbers of alumni who contribute to their university.

This report lists the week-by-week results of the Pittsburg State University Foundation Phonathon for FY 1992. The Pittsburg phonathon and mini-phonathons are listed separately. The on-campus phonathon included 24 calling sessions, involving 72 calling hours. Mini-phonathons were held in Wichita, Tulsa, Kansas City and Saint Louis. Over 280 alumni, faculty, students and friends of the university volunteered their services to produce pledges of $196,741 from 3,393 alumni. This compares to $193,378.50 from 3,348 alumni for 1991. The average size gift of $58.24 was a decline from $57.76 in 1991, and $64.36 in 1990.

Pledges received from mini-phonathons were lower than previous years because of the absence of phonathons in Bartlesville and Springfield. Twenty-eight alumni served as callers for the four mini-phonathons producing total pledges of $22,022. Student volunteer continue to play an increasingly important role in the success of the phonathon. Twenty-one student organizations and 74 student callers participated in raising $19,962 compared to $17,530 for 1991. The number of pledges students secured was 607, up by 10% over the 1991 figures.

Several significant improvements in the phonathon warrant mention. The number of alumni contacted during the 1992 phonathon was 8,850, which compared to 6,988 in 1991, and 5,474 in 1990. The percent of phonathon pledges received by the university by June 30 and to date constituted other improvements. As of fiscal year end, 73.80% of fund for the 1992 phonathon were received compared to 65.74% for 1991. To date collections are, 87.09% for 1992 compared to 84.17% for 1991.

1992 FOUNDATION PHONATHON
COMPARISON OF 1991 VERSUS 1992 PHONATHON

FIRST WEEK OF PHONATHON:

	1991		1992
SUNDAY	$ 7,975.00	SUNDAY	$ 6,952.50
SUNDAY	$ 7,815.00	SUNDAY	$ 10,120.00
MONDAY	$ 9,265.00	MONDAY	$ 6,655.00
TUESDAY	$ 5,080.00	TUESDAY	$ 8,045.00
WEDNESDAY	$ 3,572.00	WEDNESDAY	$ 7,820.00
THURSDAY	$ 8,215.00	THURSDAY	$ 9,285.00
TOTAL	$ 41,922.00	TOTAL	$ 48,877.50

SECOND WEEK OF PHONATHON:

	1991		1992
SUNDAY	$ 7,080.00	SUNDAY	$ 6,880.00
SUNDAY	$ 8,455.00	SUNDAY	$ 11,102.50
MONDAY	$ 6,175.00	MONDAY	$ 5,375.00
TUESDAY	$ 9,445.00	TUESDAY	$ 9,302.00
WEDNESDAY	$ 4,370.00	WEDNESDAY	$ 5,988.00
THURSDAY	$ 7,650.00	THURSDAY	$ 5,531.00
TOTAL	$ 43,175.00	TOTAL	$ 44,178.50

THIRD WEEK OF PHONATHON:

	1991		1992
SUNDAY	$ 5,400.00	SUNDAY	$ 4,480.00
SUNDAY	$ 7,195.00	SUNDAY	$ 9,135.00
MONDAY	$ 4,495.00	MONDAY	$ 7,725.00
TUESDAY	$ 5,150.00	TUESDAY	$ 6,952.00
WEDNESDAY	$ 4,235.00	WEDNESDAY	$ 10,520.00
THURSDAY	$ 9,927.00	THURSDAY	$ 9,090.00
TOTAL	$ 36,402.00	TOTAL	$ 47,902.00

FOURTH WEEK OF PHONATHON:

	1991		1992
SUNDAY	$ 5,660.00	SUNDAY	$ 7,707.00
SUNDAY	$ 4,840.00	SUNDAY	$ 5,827.00
MONDAY	$ 6,445.00	MONDAY	$ 6,282.00
TUESDAY	$ 9,015.00	TUESDAY	$ 5,385.00
WEDNESDAY	$ 5,065.00	WEDNESDAY	$ 3,560.00
THURSDAY	$ 7,952.00	THURSDAY	$ 5,900.00
TOTAL	$ 38,977.00	TOTAL	$ 34,661.00
CLEAN UP:	$ 4,320.00	**CLEAN UP:**	$ 9,530.00

KANSAS CITY PHONATHON:

1991		1992	
2-3-91	$ 10,855.00	2-9-92	$ 11,847.00

WICHITA PHONATHON:

1991		1992	
2-12-91	$ 3,185.00	1-23-92	$ 2,870.00

TULSA PHONATHON:

1991		1992	
2-15-91	$ 4,072.50	1-30-92	$ 6,405.00

ST. LOUIS PHONATHON:

1991		1992	
2-28-91	$ 1,035.00	3-26-92	$ 900.00

REPORT OF THE

1992 PITTSBURG PHONATHON

Listed below is a report of the first week, day-by-day Phonathon results for 1991 and 1992.

	1991		1992
SUN. 2-10-91	$ 7,975.00	SUN. 2-09-92	$ 6,952.50
SUN. 2-10-91	$ 7,815.00	SUN. 2-09-92	$ 10,120.00
MON. 2-11-91	$ 9,265.00	MON. 2-10-92	$ 6,655.00
TUES. 2-12-91	$ 5,080.00	TUES. 2-11-92	$ 8,045.00
WED. 2-13-91	$ 3,572.00	WED. 2-12-92	$ 7,820.00
THURS. 2-14-91	$ 8,215.00	THURS. 2-13-92	$ 9,285.00
TOTAL	$ 41,922.00	**TOTAL**	$ 48,877.50

*NOTE: $6,955.50 over last years total for the first week of the phonathon.

KANSAS CITY MINI-PHONATHON

2-03-91	$ 10,855.00	2-09-92	$ 11,847.00

WICHITA MINI-PHONATHON

2-12-91	$ 3,185.00	1-23-92	$ 2,870.00

TULSA MINI-PHONATHON

2-15-91	$ 4,072.50	1-30-92	$ 6,405.00

*Total Phonathon proceeds for 1991: $60,034.50

*Total Phonathon proceeds for 1992: $69,999.50

*NOTE: $9,965.00 over last years total.

*The total phonathon figures above include all proceeds from Kansas City, Wichita, and Tulsa Mini-Phonathons.

REPORT OF THE

1992 PITTSBURG PHONATHON

Listed below is a report of the second week, day-by-day Phonathon results for 1991 and 1992.

	1991			**1992**	
SUN.	2-17-91	$ 7,080.00	SUN.	2-16-92	$ 6,880.00
SUN.	2-17-91	$ 8,455.00	SUN.	2-16-92	$ 11,102.50
MON.	2-18-91	$ 6,175.00	MON.	2-17-92	$ 5,375.00
TUE.	2-19-91	$ 9,445.00	TUE.	2-18-92	$ 9,302.00
WED.	2-20-91	$ 4,370.00	WED.	2-19-92	$ 5,988.00
THURS.	2-21-91	$ 7,650.00	THURS.	2-20-92	$ 5,531.00
TOTAL		$ 43,175.00	**TOTAL**		$ 44,178.50

*NOTE: $1003.50 over last years total for the second week of the phonathon.

*Total Phonathon proceeds for 1991: $103,209.50

*Total Phonathon proceeds for 1992: $114,178.00

*NOTE: $10,968.50 over last years total.

REPORT OF THE

1992 PITTSBURG PHONATHON

Listed below is a report of the third week, day-by-day Phonathon results for 1991 and 1992.

		1991			1992
SUN.	2-24-91	$ 5,400.00	SUN.	2-23-92	$ 4,480.00
SUN.	2-24-91	$ 7,195.00	SUN.	2-23-92	$ 9,135.00
MON.	2-25-91	$ 4,495.00	MON.	2-24-92	$ 7,725.00
TUE.	2-26-91	$ 5,150.00	TUE.	2-25-92	$ 6,952.00
WED.	2-27-91	$ 4,235.00	WED.	2-26-92	$ 10,520.00
THURS.	2-28-91	$ 9,927.00	THURS.	2-27-92	$ 9,090.00
TOTAL		$ 36,402.00	**TOTAL**		$ 47,902.00

*NOTE: $11,500.00 over last years total for the third week of the phonathon.

*Total Phonathon proceeds for 1991: $139,611.50

*Total Phonathon proceeds for 1992: $162,080.00

*NOTE: $22,468.50 over last years total.

REPORT OF THE

1992 PITTSBURG PHONATHON

Listed below is a report of the fourth week, day-by-day Phonathon results for 1991 and 1992.

		1991			1992
SUN.	3-03-91	$ 5,660.00	SUN.	3-01-92	$ 7,707.00
SUN.	3-03-91	$ 4,840.00	SUN.	3-01-92	$ 5,827.00
MON.	3-04-91	$ 6,445.00	MON.	3-02-92	$ 6,282.00
TUE.	3-05-91	$ 9,015.00	TUE.	3-03-92	$ 5,385.00
WED.	3-06-91	$ 5,065.00	WED.	3-04-92	$ 3,560.00
THURS.	3-07-91	$ 7,952.00	THURS.	3-05-92	$ 5,900.00
TOTAL		$ 38,977.00	**TOTAL**		$ 34,661.00

*NOTE: $4,316.00 below last years total for the fourth week of the phonathon.

*Total Phonathon proceeds for 1991: $178,588.50

*Total Phonathon proceeds for 1992: $196,741.00

*NOTE: $18,152.50 over last years total.

Clean Up	$ 4,320.00	$ 9,530.00

APPENDIX 6

PITTSBURG STATE UNIVERSITY FOUNDATION

CUMULATIVE BEQUEST RECORD

Number	Name of Estate	Amount Distributed	Purpose
1	Barney Baker	$ 8,745.82	General Scholarship
	TOTAL FY 1957	$ 8,745.82	
2	Lillian Bell	$ 1,500.00	Student Loan Fund
	TOTAL FY 1963	$ 1,500.00	
3	Hazel Cook Spencer	$ 3,000.00	Student Loan Fund
4	Ann Dellinger	5,000.00	Otis Polk Dellinger Fund
	TOTAL FY 1964	$ 8,000.00	
5	Jessie M. Overman	$ 9,504.54	Elbert Overman Scholarship
6	Mary Kern Martin	2,920.79	Scholarship/Home Economics
	TOTAL FY 1965	$ 12,425.33	
7	Margaret Coventry	$ 2,000.00	Scholarship/Home Economics Chemistry
8	Clyde/Fern Phillips	6,000.00	Scholarship/Education
	TOTAL FY 1971	$ 8,000.00	
9	Fred/Pearl Brinkeroff	$ 10,000.00	Scholarship/History
10	Andrew Brooks	35,047.83	Unrestricted
	TOTAL FY 1972	$ 45,047.83	
11	Jay N. Patmor	$ 5,000.00	B. A. Patmor Scholarship
12	Iva Leist Pennington	500.00	Clyde Leist Biology S
	TOTAL FY 1973	$ 5,500.00	
13	Dorothy M. McPherson	$463,419.00	McPherson Nursing Building
14	Albert B. Norwood	2,561.82	General Scholarship
15	Pearl Brinkeroff	4,536.10	Scholarship/History
	TOTAL FY 1974	$470,516.92	

16	Cash M. Russ	$ 5,375.74	Student Loan Fund
17	Ruth R. Luecke	500.00	
	TOTAL FY 1975	$ 5,875.74	
16	Cash M. Russ	$ 978.49	Student Loan Fund
	TOTAL FY 1976	$ 978.49	
18	Maude Potts Wilcox	$ 10,000.00	General Scholarship
	TOTAL FY 1977	$ 10,000.00	
16	Cash M. Russ	$ 5,375.74	Student Loan Fund
19	Alberta M. Bertino	3,123.22	General Scholarship
	TOTAL FY 1978	$ 8,498.96	
20	Bonnie Stuart	$ 5,000.00	John F. Beasley S
21	Jane Carroll	6,814.58	Scholarship/Education
	TOTAL FY 1979	$ 11,814.58	
22	Jack Borders	$204,000.00	Vanhercke General Scholar
23	Alice F. Pelsma	5,000.00	Scholarship/Debate
24	Norman E. Saxer	2,000.00	General Scholarship
	TOTAL FY 1980	$211,000.00	
22	Jack Borders	$ 76,000.00	VanHercke General Scholar
25	Mattie Bogue	2,000.00	Trust/$100 yearly/20 years
	TOTAL FY 1981	$ 78,000.00	
26	E. Louise Gibson	$ 7,000.00	Scholarship/Home Economics
22	Jack Borders	84,474.49	VanHercke General Scholar
27	Belle Provorse	6,000.00	Scholarship/Business
28	Ethel Atkinson	9,263.45	Scholarship/Nursing
	TOTAL FY 1982	$106,737.94	
29	Nellie E. Knight	$ 39,802.24	General Scholarship
30	Geneva R. Conner	5,000.00	General Scholarship
31	Isadore E. DeLappe	30,000.00	Scholarship/Nursing
22	Jack Borders	294.98	VanHercke General Scholar
	TOTAL FY 1983	$ 75,097.22	
32	Mary Molek	$ 42,314.58	Library Endowment
33	Kathryn S. Woody	39,358.44	General Scholarship
	TOTAL FY 1984	$ 81,673.02	

34	Delores D. Bachman	$ 7,790.17	Scholarship/Social Work
35	Elizabeth Cochran	800.00	General Scholarship
	TOTAL FY 1985	$ 8,590.17	
22	Jack Borders	$ 1,555.19	VanHercke General Scholar
36	Gladys Kelce	100,000.00	Kelce Planetarium Fund
37	Florence Toedman	5,000.00	General Scholarship
	TOTAL FY 1986	$106,555.19	
38	Martha Pate	$ 5,000.00	Scholarship/Music
39	Elizabeth McFarland	9,030.78	Student Loan Fund
40	Walter/Virginia McCray	45,000.00	Scholarship/Music
41	Frank Pierson	28,106.23	Scholarship/Mathematics
42	Mary Oberholtzer	117,298.75	Scholarship/Physical Science/Technology
	TOTAL FY 1987	$204,435.76	
42	Mary Oberholtzer	$115,617.53	Scholarship/Physical Science/Technology
43	Christine Dolecheck	222,264.63	Unrestricted
44	Ida Calloway	2,000.00	Raptor Reach
45	Carl Brown	50,000.00	Unrestricted
	TOTAL FY 1988	$389,882.16	
31	Isadore E. DeLappe	$ 9,296.04	Scholarship/Nursing
46	Pauline Phillips	122,546.75	General Scholarship
47	John McCray	15,939.84	Scholarship/Music
48	Lorna D. Howe	5,000.00	General Scholarship
49	Karin Compton	138,221.94	Scholarship/Biology/ Engineering
50	Leon C. Heckert	187,420.70	Research Endowment
51	Stella C. Ramsay	5,000.00	General Scholarship
	TOTAL FY 1989	$483,425.27	
31	Isadore E. DeLappe	18,848.65	Scholarship/Nursing
52	Greta Drake	5,000.00	Unrestricted
53	Mabel A. Varner	1,226.70	General Scholarship
54	Frances B. Baxter	1,600,000.00	Baxter Endowment Fund
55	Evelyn Dorman	7,558.58	General Scholarship
56	Orval H. Close	31,011.38	General Scholarship
	TOTAL FY 1990	$1,663,645.31	

31	Isadore E. DeLappe	$ 19,852.53	Scholarship/Nursing
57	Marguerita Sauer	25,000.00	General Scholarship
56	Orval H. Close	6.13	General Scholarship
54	Frances B. Baxter	54,826.22	Frances Baxter Endowment
58	Agnes Crow	45,000.00	Unrestricted
59	Harold D. Youngman	50,000.00	Youngman Trust Fund
	TOTAL FY 1991	$ 194,684.88	
31	Isadore E. DeLappe	$ 17,265.53	Scholarship/Nursing
60	C. W. Johnson	85,527.26	C. W. Johnson Scholarship
54	Frances B. Baxter	21,366.89	Frances Baxter Endowment
61	Marguerite Hackney	1,000.00	Scholarship
59	Harold D. Youngman	1,000,000.00	Harold D. Youngman Trust
58	Agnes Crow	7,500.00	Fisk Pipe Organ
63	Mrs. John White	2,500.00	Scholarship
64	Ferda Hatton	24,000.80	Scholarship
65	Mildred Carpenter	211,154.81	Scholarship
66	Hal Hamilton	45,350.48	Scholarship
67	Ernest Crum	7,489.11	
68	Carmen Beasley	405,686.79	Fisk Pipe Organ
		$1,829,841.67	
	GRAND TOTAL	$6,030.472.26	

PITTSBURG STATE UNIVERSITY FOUNDATION

NUMERICAL BEQUEST RECORD

Number	Name	Amount	Purpose
1	Barney Baker	$ 8,745.82	General Scholarship
2	Lillian Bell	1,500.00	Student Loan Fund
3	Hazel Cook Spencer	3,000.00	Student Loan Fund
4	Ann Dellinger	5,000.00	Otis Polk Dellinger Fund
5	Jessie M. Overman	9,504.54	Elbert Overman Scholarship
6	Mary Kern Martin	2,920.79	Scholarship/Home Economics
7	Margaret Coventry	2,000.00	Scholarship/Home Economics
8	Clyde/Fern Phillips	6,000.00	Scholarship/Education
9	Fred/Pearl Brinkeroff	10,000.00	Scholarship/History
10	Andrew Brooks	35,047.83	Unrestricted
11	Jay N. Patmor	5,000.00	B. A. Patmor Scholarship
12	Iva Leist Pennington	500.00	Clyde Leist Biology S
13	Dorothy M. McPherson	463,419.00	McPherson Nursing Building
14	Albert B. Norwood	2,561.82	General Scholarship
15	Pearl Brinkeroff	4,536.10	Scholarship/History
16	Cash M. Russ	11,729.97	Student Loan Fund
17	Ruth R. Luecke	500.00	
18	Maude Potts Wilcox	10,000.00	General Scholarship
19	Alberta M. Bertino	3,123.22	General Scholarship
20	Bonnie Stuart	5,000.00	John F. BeasleyScholarship
21	Jane Carroll	6,814.58	Scholarship/Education
22	Jack Borders	366,324.66	Vanhercke General Scholar
23	Alice F. Pelsma	5,000.00	Scholarship/Debate
24	Norman E. Saxer	2,000.00	General Scholarship
25	Mattie Bogue	2,000.00	Trust/$100 yearly/20 years
26	E. Louise Gibson	7,000.00	Scholarship/Home Economics
27	Belle Provorse	6,000.00	Scholarship/Business
28	Ethel Atkinson	9,263.45	Scholarship/Nursing
29	Nellie E. Knight	39,802.24	General Scholarship
30	Geneva R. Conner	5,000.00	General Scholarship
31	Isadore E. DeLappe	95,262.75	Scholarship/Nursing
32	Mary Molek	42,314.58	Library Endowment
33	Kathryn S. Woody	39,358.44	General Scholarship
34	Delores D. Bachman	7,790.17	Scholarship/Social Work
35	Elizabeth Cochran	800.00	General Scholarship
36	Gladys Kelce	100,000.00	Kelce Planetarium Fund
37	Florence Toedman	5,000.00	General Scholarship
38	Martha Pate	5,000.00	Scholarship/Music
39	Elizabeth McFarland	9,030.78	Student Loan Fund
40	Walter/Virginia McCray	45,000.00	Scholarship/Music
41	Frank Pierson	28,106.23	Scholarship/Mathematics

Number	Name	Amount	Purpose
42	Mary Oberholtzer	232,916.28	Scholarship/Physical Science/Technology
43	Christine Dolecheck	222,264.63	Unrestricted
44	Ida Calloway	2,000.00	Raptor Reach
45	Carl Brown	50,000.00	Unrestricted
46	Pauline Phillips	122,546.75	General Scholarship
47	John McCray	15,939.84	Scholarship/Music
48	Lorna D. Howe	5,000.00	General Scholarship
49	Karin Compton	138,221.94	Scholarship/Biology/ Engineering
50	Leon C. Heckert	187,420.70	Research Endowment
51	Stella C. Ramsay	5,000.00	General Scholarship
52	Greta Drake	5,000.00	Unrestricted
53	Mabel A. Varner	1,226.70	General Scholarship
54	Frances B. Baxter	1,676,193.11	Baxter Endowment Fund
55	Evelyn Dorman	7,558.58	General Scholarship
56	Orval H. Close	31,017.51	General Scholarship
57	Margareurita Sauer	25,000.00	General Scholarship
58	Agnes Crow	52,500.00	Unrestricted
59	Harold D. Youngman	1,050,000.00	Harold D. Youngman Trust
60	C. W. Johnson	85,527.26	C. W. Johnson Scholarship
61	Marguerite Hackney	1,000.00	Scholarship
62	Kermit Schuman	1,000.00	Scholarship
63	Mrs. John White	2,500.00	Scholarship
64	Ferda Hatton	24,000.80	Loan Fund
65	Mildred Carpenter	211,154.81	Scholarship
66	Hal Hamilton	45,350.48	Eva Hamilton Scholarship
67	Ernest Crum	7,489.11	Fisk Pipe Organ
68	Carmen Beasley	405,686.79	Fisk Pipe Organ
	TOTAL	$ 6,030,472.26	

PITTSBURG STATE UNIVERSITY FOUNDATION

ALPHABETICAL BEQUEST RECORD

Number	Name	Amount	Purpose
28	Ethel Atkinson	$ 9,263.45	Scholarship/Nursing
34	Delores D. Bachman	7,790.17	Scholarship/Social Work
1	Barney Baker	8,745.82	General Scholarship
54	Frances B. Baxter	1,654,826.22	Baxter Endowment Fund
68	Carmen Beasley	405,686.79	Fisk Pipe Organ Fund
2	Lillian Bell	1,500.00	Student Loan Fund
19	Alberta M. Bertino	3,123.22	General Scholarship
25	Mattie Bogue	2,000.00	Trust/$100 yearly/20 years
22	Jack Borders	366,324.66	Vanhercke General Scholar
9	Fred/Pearl Brinkeroff	10,000.00	Scholarship/History
15	Pearl Brinkeroff	4,536.10	Scholarship/History
10	Andrew Brooks	35,047.83	Unrestricted
45	Carl Brown	50,000.00	Unrestricted
44	Ida Calloway	2,000.00	Raptor Reach
65	Mildred Carpenter	211,154.81	Scholarship
21	Jane Carroll	6,814.58	Scholarship/Education
56	Orval H. Close	31,017.51	General Scholarship
35	Elizabeth Cochran	800.00	General Scholarship
49	Karin Compton	138,221.94	Scholarship/Biology/ Engineering
30	Geneva R. Conner	5,000.00	General Scholarship
7	Margaret Coventry	2,000.00	Scholarship/Home Economics
58	Agnes Crow	45,000.00	Unrestricted
67	Ernest Crum	7,489.11	Fisk Pipe Organ Fund
31	Isadore E. DeLappe	77,997.22	Financial Aid/Nursing S
4	Ann Dellinger	5,000.00	Otis Polk Dellinger Fund
43	Christine Dolecheck	222,264.63	Unrestricted
55	Evelyn Dorman	7,558.58	General Scholarship
52	Greta Drake	5,000.00	Unrestricted
26	E. Louise Gibson	7,000.00	Scholarship/Home Economics
61	Marguerite Hackney	1,000.00	Scholarship
66	Hal Hamilton	45,350.48	Eva Hamilton Scholarship
64	Ferda Hatton	24,000.80	Loan Fund
50	Leon C. Heckert	187,420.70	Research Endowment
48	Lorna D. Howe	5,000.00	General Scholarship
60	C. W. Johnson	85,527.26	C. W. Johnson Scholarship
36	Gladys Kelce	100,000.00	Kelce Planetarium Fund
29	Nellie E. Knight	39,802.24	General Scholarship
17	Ruth R. Luecke	500.00	
47	John McCray	15,939.84	Scholarship/Music
40	Walter/Virginia McCray	45,000.00	Scholarship/Music
39	Elizabeth McFarland	9,030.78	Student Loan Fund

Number	Name	Amount	Purpose
13	Dorothy M. McPherson	463,419.00	McPherson Nursing Building
6	Mary Kern Martin	2,920.79	Scholarship/Home Economics
32	Mary Molek	42,314.58	Library Endowment
14	Albert B. Norwood	2,561.82	General Scholarship
42	Mary Oberholtzer	232,916.28	Scholarship/Physical Science/Technology
5	Jessie M. Overman	9,504.54	Elbert Overman Scholarship
38	Martha Pate	5,000.00	Scholarship/Music
11	Jay N. Patmor	5,000.00	B. A. Patmor Scholarship
23	Alice F. Pelsma	$ 5,000.00	Debate/ Scholarship
12	Iva Leist Pennington	500.00	Clyde Leist Biology S
8	Clyde/Fern Phillips	6,000.00	Scholarship/Education
46	Pauline Phillips	122,546.75	General Scholarship
41	Frank Pierson	28,106.23	Mathematics/Scholarship
27	Belle Provorse	6,000.00	Business/Scholarship
51	Stella C. Ramsay	5,000.00	General Scholarship
16	Cash M. Russ	11,729.97	Student Loan Fund
57	Marguerita Sauer	25,000.00	General Scholarship
24	Norman E. Saxer	2,000.00	General Scholarship
3	Hazel Cook Spencer	3,000.00	Student Loan Fund
20	Bonnie Stuart	5,000.00	John F. Beasley S
37	Florence Toedman	5,000.00	General Scholarship
53	Mabel A. Varner	1,226.70	General Scholarship
18	Maude Potts Wilcox	10,000.00	General Scholarship
33	Kathryn S. Woody	39,358.44	General Scholarship
59	Harold D. Youngman	1,050,000.00	Harold D. Youngman Trust
	TOTAL	$6,030,472.26	

APPENDIX 7

PITTSBURG STATE UNIVERSITY FOUNDATION

BOARD OF TRUSTEES

1991-1992

President:
John B. Towner
805 Elmwood Lane
Pittsburg, KS 66762

Vice President:
Duane Lawellin
2820 Illinois
Joplin, MO 64802

Secretary:
Joseph G. Smoot
800 Heritage Road
Pittsburg, KS 66762

Treasurer:
John D. Patterson
Pittsburg State University
1701 South Broadway Street
Pittsburg, KS 66762

Members:

O. W. "Jack" Armstrong
2000 Skyline Drive
Bartlesville, OK 74006

Kenneth Bateman
1206 East Quincy
Pittsburg, KS 66762

Thomas E. Beal
5001 West 86th Terrace
Prairie Village, KS 66207

O. Gene Bicknell
National Pizza Company
100 North Pine
Pittsburg, KS 66762

Waneta Childress
805 West 4th Street
Webb City, MO 64870

Gary Cinotto
Miners State Bank
PO Box 1021
Frontenac, KS 66762

Christine Fogliasso
101 Williams
Girard, KS 66743

William A. Freeman
345 Ridgeview Drive
Erie, PA 16505

Roger Gladden
2021 East 34th Place
Joplin, MO 64804

William R. Hagman
301 Winwood Street
Pittsburg, KS 66762

Donald Holsinger
1453 Bitner Place
Pittsburg, KS 66762

Gene Irvin
12 North Ohio Street
Adrian, MO 64720

Kenneth Ike Loy
Loy and Loy
112 West 4th Street
Pittsburg, KS 66762

Troy Michie, Jr.
2052 St. Nick Street
New Orleans, LA 70114

George Pitzer
2406 South Homer Street
Pittsburg, KS 66762

August Rua
702 Elmwood Lane
Pittsburg, KS 66762

Mike Slack
1406 Franklin Road
Pittsburg, KS 66762

Gary Wall
3120 Briggs Street
Parsons, KS 67357

Paul Wilbert
311 Winwood Drive
Pittsburg, KS 66762

Donald W. Wilson
515 East Ford Street
Pittsburg, KS 66762

Edythe McNally
101 South College Street
Pittsburg, KS 66762

Peter Monsour
Route 5, Box 18
Pittsburg, KS 66762

Helen Rennick
800 Elmwood Lane
Pittsburg, KS 66762

William Shute
804 South Catalpa Street
Pittsburg, KS 66762

Guy Sutherland
1821 Glynnwood Drive
Bartlesville, OK 74006

Donald C. Widner
1301 Woodland Terrace
Pittsburg, KS 66762

Wendell Wilkinson
1002 South College
Pittsburg, KS 66762

George Zugmier
8802 E. San Rafael
Scottsdale, AZ 85260

APPENDIX 8

PITTSBURG STATE UNIVERSITY FOUNDATION

BY LAWS

Adopted July 1, 1985; Amended September 8, 1989

ARTICLE I

Name and Location

Section 1. The name of the corporation shall be the Pittsburg State University Foundation.

Section 2. The principal office and registered office shall be located at the Cecil and Eva C. Wilkinson Alumni Center, Ford and Joplin Street, Pittsburg, Kansas 66762.

Section 3. Other offices for the transaction of business shall be at such places as the Board of Trustees may, from time to time, determine and designate.

ARTICLE II

Purpose

Section 1. The purposes for which said Corporation is formed are the support of an educational undertaking, to-wit, the Pittsburg State University, and to that end to receive and hold in trust any property, real and personal, given devised, bequeathed, given in trust, or in any other way made over to the said Corporation for the use or benefit of Pittsburg State University, or of any student or professor therein as such, or of any department thereof, or for the carrying on at said institution of any line of work, teaching, or investigation, or contract research, which the donor, grantor, or testator may designate; to invest or disburse all moneys so received, and generally to care for, manage, administer and control all such property so received, and to carry out the wishes and to see the funds and property so received are applied to the uses specified by the donors; or, in case the gift, devise or bequest is a general one, then to such uses as may be agreed on by the Board of Trustees.

Section 2. The term for which the Foundation shall exist is in perpetuity.

ARTICLE III

Members

Section 1. There shall be two categories of members of this Corporation, honorary and active, with each category exercising full membership rights.

Section 2. Honorary members may be elected for life by the Board of Trustees.

Section 3. Active members will be designated each year by the Board of Trustees as those who make a minimum contribution to the Foundation as specified by the Board of Trustees each year at its annual meeting. Membership rights will be based in a current fiscal year on a minimum gift during the previous or current fiscal year.

Section 4. An annual meeting of members shall be held at the principal location of the corporation on the day and at the time to be set each year by the President of the Foundation, and written notice of such meeting shall be served by United States mail upon all members of the corporation at least fifteen days prior to the day of said meeting. At such meeting, the members shall elect Trustees to serve three year terms. The immediate past president of the Foundation shall be elected to the Board of Trustees if eligible to serve. At the first election, eight (8) members shall be elected for 3 year terms, eight (8) members shall be elected for 2 year terms, and eight (8) members shall be elected for a 1 year term. They may also elect those who have given extended service on the Board as trustees emeritus of the Foundation. Trustees emeritus will receive special reports, notices, and communications from time to time and may also be invited by the chairman to attend meetings.

Section 5. A special meeting of the members, to be held at the same place as the annual meeting, may be called at any time by a written request of the majority of the Board of Trustees, or by the President or, in his absence, by the Vice President. It shall be the duty of the President, or Vice President or Board of Trustees to call such a meeting whenever so requested by fifty (50) percent of the members of the corporation. Notice of the time and place of all special meetings of the members shall be mailed by the Secretary to each member at least ten (10) days before the date thereof.

Section 6. The President, or, in his absence, the Vice President shall preside at all such meetings.

Section 7. At every meeting, each member shall be entitled to cast one vote, which vote may be cast either in person or by proxy. All proxies shall be in writing and shall be filed with the Secretary and the same entered of record in the minutes of the meeting.

Section 8. A quorum for the transaction of business for any meeting shall consist of those members of the corporation who attend or have submitted their proxy.

Section 9. The members shall have power, by a majority vote at any annual or special meeting, to remove any Member, Trustee, or officer from office.

Section 10. The books, records and accounts of the corporation shall be open to the inspection of any and every member, and such member shall have the right and privilege to examine said books, records and accounts of the corporation at any time.

Section 11. The President of the University, the Vice President for Development and Public Relations, and Director of Development, the Vice President for Business and Fiscal Affairs, the Director of Alumni Relations shall be ex-officio non-voting members of the Foundation. The President of the Alumni Association shall be an ex-officio voting member of the Foundation.

ARTICLE IV

Trustees

Section 1. The business and property of the corporation shall be managed by the Board of Trustees, consisting of not less than twenty-four (24) and not to exceed thirty-six (36) elected members and those provided for by Section 10 of this Article IV. The number of directors shall be established from time to time by a majority vote of those present at any regular meeting of the Board of Trustees. As a qualification for election thereof, it shall be necessary that a Trustee be a member of said corporation. The Trustees shall be elected by the Members of the Foundation and shall receive no compensation for their services as Trustees. A majority shall be alumni of Pittsburg State University. Vacancies occurring on the Board of Trustees shall be filled by an affirmative vote of a majority of the remaining Trustees at any regular or special meeting. The Trustee or Trustees so chosen shall hold office until the next annual election and until their successors shall be duly elected and qualified. A quorum shall be a majority of the Trustees.

Section 2. The President of the Foundation shall serve as chairman of the Board of Trustees and the Vice President of the Foundation shall serve as Vice Chairman of the Board of Trustees.

Section 3. The regular annual meeting of the Trustees shall be held in the principal office of the corporation immediately after the adjournment of each annual members' meeting. The Trustees shall elect the officers of the Board of Trustees at this meeting. The past President of the Foundation shall serve as temporary chairman of the Trustees for the election of officers. At this meeting other regular meetings for the ensuing year shall be scheduled.

Section 4. Special meetings of the Board of Trustees, to be held at any place, may be called by the chairman and, in his absence, by the Vice Chairman. By consent of two-thirds of the Trustees, such meetings of the Board may be held, without notice, at any time and place.

Section 5. Notice of all such special meetings of the Board of Trustees shall be mailed to each Trustee by the Secretary at least ten (10) days previous to the time fixed for the meeting. All notices of such meeting shall state the purpose thereof. Notice of any special meeting may be waived by the Trustees, and the presence of any Trustee at any meeting shall be deemed to constitute a waiver of notice of such meeting.

Section 6. A quorum for the transaction of business at any meeting shall consist of a majority of the members of the Board of Trustees, but the members present at any regular or special meeting, although less than a quorum, shall have power to adjourn the meeting to a future time and, from time to time thereafter, until a quorum shall be present.

Section 7. The Trustees shall elect officers of the corporation, such election to be held at the annual Trustees' meeting following each annual members' meeting, and if such election is not held at such meeting, the same may be held at any subsequent meeting of the Board of Trustees.

Section 8.

(a) The Trustees may select an Executive Director to manage the business and property of the corporation during the interim between annual meeting of the Board of Trustees and shall fix the salary of said Executive Director, and as a qualification for said position, it shall not be necessary that the person so employed be a member of the corporation or Trustee.

(b) In the absence of an appointment under "Section 8a" above, the Executive Committee shall meet on call to perform the functions outlined in "Section 8a".

Section 9. At each annual members meetings, the Board of Trustees shall submit a statement of the business transacted during the preceding year, together with a report of the general financial condition of the Corporation.

Section 10. The President of the University, the Vice President for Development and Public Relations, the Director of Development, the Vice President for Business and Fiscal Affairs shall be ex-officio non-voting members of the Board of Trustees in addition to the twenty-four (24) elected members. The President of the Alumni Association shall be an ex-officio voting member.

ARTICLE V

Officers

Section 1. The officers of this corporation shall be a President, a Vice President, a Secretary and a Treasurer. The President, the Vice President, and the Secretary shall be elected for a term of one year and shall hold office until their successors are duly elected and qualified. No one shall be eligible to hold any office who is not a member of the corporation, and any such officer who ceases to be a member of the corporation shall cease to hold said office on the termination of his membership in said corporation. The office of Treasurer shall be held by the Vice President for Business and Fiscal Affairs of Pittsburg State University.

Section 2. The President shall preside at all Board of Trustee and Members meetings; shall have general supervision over the affairs of the corporation and over the other officers; shall sign all written contracts of the corporation, and may sign checks, and shall perform all such other duties as are incident to his office. In case of the absence or disability of the President, his duties shall be performed by the Vice President.

Section 3. The Secretary shall issue notices of all Board of Trustees and members meetings and shall attend and keep the minutes of the same; shall have charge of all corporate books, records and papers; shall have custody of the corporate seal; shall attest with his signature and impress with the corporate seal all written contracts of the corporation; and shall perform all such other duties as are incident to his office.

Section 4. The Treasurer shall have custody of all money and securities of the corporation and shall give bond in such sum and with such sureties as the Board of Trustees may require conditioned upon the faithful performance of the duties of his office. He shall sign checks of the corporation, shall keep regular books of account and shall submit them, together with all his vouchers, receipts, records and other papers, to the Board of Trustees for their examination and approval as often as they may require, and shall perform all such other duties as are incident to this office.

ARTICLE VI

Committees

Section 1. The Executive Committee shall be elected by the Board of Trustees and shall consist of five (5) members of the Board of Trustees. The members of the Executive Committee will normally include the following: Chairman of the Board of Trustees, who will serve as Chairman of the Executive Committee; Vice Chairman of the Board of Trustees; Secretary of the Board of Trustees; the immediate past President of the Foundation may also be elected to serve on the Executive committee if a member of the Board of Trustees. The President of Pittsburg State University, the Vice President for Development and Public Relations of Pittsburg State University, and the Vice President for Business and Fiscal Affairs of the Pittsburg State University shall serve as ex-officio non-voting members of the Executive Committee. The Executive Committee shall have and may exercise all the powers of the Board of Trustees in the management of the business and affairs of the Foundation during the intervals between meetings of the Board, except the power to fill vacancies on the Board and the power to amend the By Laws. The Executive Committee may make rules for the conduct of its business. A majority of the voting members of the Executive Committee shall constitute a quorum.

Section 2. Standing Committees. The Board of Trustees shall establish the following committees in conducting the affairs of the Foundation:

a. Development Committee. The Board of Trustees shall elect the five (5) members of this committee, one of whom shall be designated Chairman, annually. A majority of the committee shall constitute a quorum for any meeting. The committee shall establish fund-raising plans and goals for the Foundation.

b. Investment Committee. The Board of Trustees shall elect the five (5) members of this committee, one of whom shall be designated Chairman, annually. A majority of the committee shall constitute a quorum. The Treasurer of the Foundation shall be a member of this committee. The committee shall invest the funds of the Foundation in keeping with policies set by the Board of Trustees. The committee may engage appropriate investment counsel on approval from the Board of Trustees in the management of the Foundation's assets and in keeping with the fiduciary responsibility of the Trustees to realize adequate investment returns.

c. Finance committee. The Board of Trustees shall elect the five (5) members of this committee, one of whom shall be designated Chairman, annually. A majority of the committee shall constitute a quorum for any meeting. The committee shall prepare the annual Foundation budget and be responsible for the management of the building and grounds of the Alumni Center.

Section 3. The Board of Trustees shall establish other standing committees as required and elect the members each year.

ARTICLE VII

Finances

Section 1. The funds of the corporation shall be deposited in such bank or banks as the Board of Trustees shall designate and shall be withdrawn only upon check or order of the Treasurer and such other officers as may be designated by the Board of Trustees.

Section 2. An annual audit of the funds and property of this corporation shall be made and a report thereof submitted to each member of the Board of Trustees, and will be made available to any member of the Foundation upon request.

ARTICLE VIII

Seal

Section 1. The Board of Trustees shall provide a suitable seal for the corporation and it shall bear the name of the corporation and the word "Seal." Such seal shall be impressed upon all contracts, conveyances and written instruments as may require the seal of the corporation.

ARTICLE IX

Amendments

Section 1. These By Laws may be amended, changed or altered by the affirmative vote of two-thirds of those present at any regular meeting of the Board of Trustees, subject to the power of the members to amend, alter or repeal the By Laws; provided, however, that notice of any such action by the Board of Trustees shall be given to each member of the Foundation not a member of the Board of Trustees having voting rights within thirty (30) days after the date of such change by the Board of Trustees.

APPENDIX 9

PITTSBURG STATE UNIVERSITY FOUNDATION

NACUBO ENDOWMENT STUDY FY 1991

By

Joseph G. Smoot

The Pittsburg State University Foundation was organized on July 1, 1985, from the Endowment Association established in 1951 and the Alumni Foundation established in 1970. The United Missouri Bank of Kansas City was engaged to manage the PSU Foundation assets in January, 1986. In 1992, the PSU Foundation engaged DeMarche Associates of Kansas City to serve as investment consultants and conduct an on-going performance evaluation of the investment managers.

Pittsburg State University participated in its first endowment study conducted by the National Association of College and University Business Officers (NACUBO) in FY 1989. NACUBO has published these studies since 1971; they contain the most comprehensive analysis of endowment data available for college and university foundations. Page numbers in this report refer to the 1991 NACUBO Endowment Study (Washington, D.C.: National Association of College and University Business Officers, 1991). Cambridge Associates, Inc., prepared the NACUBO study.

This third report of the Pittsburg State University Foundation endowment data enables us to make accurate comparisons with other university foundations. We now have reliable information to help assess the management of PSU

Foundation assets. PSU is institution number 101 in the tables of the study. The data supplied to NACUBO was for the Fiscal Year 1990-1991. Cumulative returns figured since 1980 are not available for the PSU Foundation. (See Pages 115 and 159).

1. Of the 395 institutions with endowment assets (28 more than in FY 1990) responding to the NACUBO survey, Pittsburg State University Foundation ranked 361 with $10,994,000 in endowment assets. Emporia State University ranked 355, with assets of $12,987,000. As a matter of interest Emporia State University embarked on a professional development program about ten years ahead of Pittsburg State University. The University of Kansas ranked 60 with $235,107,000 and Kansas State University ranked 153 with 73,989,000. No other Kansas Regents university participated in the study.

The institutions ranked lower than Pittsburg State University included Kent State University (363), Grand Valley State University (371), Long Island University (372), Eastern Michigan University (376) Eastern Illinois University (377), Southwest Missouri State University (385), Oakland University (390). (See Pages 21-30).

2. The total dollars of endowment for each full-time equivalent student constitutes an important measure of the strength of an endowment fund. In this measure, Pittsburg State University ranked 60 of 106 public colleges and universities with $2,239 per FTE student. This measure

places Pittsburg State University ahead of forty-six universities including Oklahoma State University (63), the University of Arizona (67), Michigan State University (71), University of Illinois (89), Iowa State University (95), and Arizona State University (99). (See Pages 32-34).

3. Rate of spending is another way to compare management of endowment assets. Endowment spending as a percentage of the market value of the endowment fund for FY 1991 was 3.4% for public institutions and 4.7% for private institutions. For endowment funds under $25,000,000, the spending rate was 4.8%. Pittsburg State University currently spends all income. Some foundations strive to increase endowment assets through a controlled spending policy in order to keep them current with inflation increases. The Pittsburg State University Foundation has engaged DeMarche Associates to help it develop a spending policy. Under review is a recommendation to spend 5% of a three year moving average of market values. Many Foundations have a similar policy. (See Page 45, 63).

The Pittsburg State University Foundation has the potential for internal growth because its pooled investment fund allows market growth based on the unit value concept. The Pittsburg State University Foundation became one of the earliest in the country to use the pooled investment fund. This information has nothing to do with the NACUBO Study, but is important in reviewing investment objectives. The following table gives a four-year summary of the

growth/decline of the unit values and comparative data based on the consumer price index and the real growth/decline in the unit values. The Foundation trustees should review, as a part of its investment policy, the trend in the decrease in the unit pool value.

Fiscal Year	Total Units	% Increase in Unit Pool Value*	CPI	Growth/Decline
6.30.1986	1.0236950			
6.30.1987	1.09644285	7.1060	3.7	3.4060
6.30.1988	1.02047860	- 6.9290	3.8	-10.7290
6.30.1989	1.06127633	3.9900	5.3	- 1.3100
6.30.1990	1.07533430	1.3250	4.4	- 3.075
6.30.1991	1.160831515	7.9507	4.7	3.2507
	Total	13.4427	21.9	-8.4573
	Total Compounded	13.3962	23.8	-10.4038

*Principal value at market

The total % increase in the unit pool value for the five years was 13.4427. The Consumer Price Index increase for Fiscal Years 1987-1991 totaled 21.9% which resulted in a growth reduction in the pooled funds of 8.4573%. The compounded percentages are 13.3962% for the increase in the unit pool value and a compounded Consumer Price Index of 23.8% which totaled a 10.4038% decrease in the unit pool value.

4. The assets of the Pittsburg State University Foundation are 86.4% in marketable securities. The dollar-weighted mean of all foundation assets in the NACUBO Endowment Study is 88.8% in marketable securities, 3.6% in

non-marketable securities, 3.1% in non-campus real estate, 1.9% in campus real estate, and 2.2% in other investments. The PSU Foundation included a value for FY 1991 for the Alumni Center property of $1,500,000 in its assets. (See Pages 74, 81).

The NACUBO study includes comparative information in the FY 1991 report concerning Investment Pool Allocation By Institution. PSU's Foundation Pool was invested 38.1% in domestic common stock compared to a dollar-weighted mean of 46.1% for all institutions, 46.4% in domestic fixed income compared to a dollar-weighted mean of 29.6% for all institutions, and 15.4% in domestic cash and cash equivalents compared to 7.3% for all institutions. For all institutions the Investment Pools under $25,000,000 had an asset allocation of 47.3% in stock, 37.2% in fixed income, and 10.0% in cash and cash equivalents. Public institutions had 41.1% in stock, 41.1% in fixed income, and 12.5% in cash and cash equivalents. (See Pages 170-171, 176-177).

5. Of 390 institutions who reported an Investment Pool Nominal Return (Actual Return), the Pittsburg State University Foundation realized 14.3% in FY 1987 compared to the dollar-weighted mean of 16.3%; in FY 1988, PSU's Foundation realized 6.3% compared to the dollar-weighted mean of 1.2%; for FY 1989, PSU's Foundation realized 12.8% compared to a dollar-weighted mean of 14.8%, and for FY 1990, PSU's Foundation realized 8.9% compared to the dollar-weighted mean of 10.8%. For FY 1991, the PSU Foundation

realized a 15.2 % Nominal Return compared to the dollar-weighted mean of all institutions of 6.1 and an equal-weighted mean of 7.2% for the 390 institutions.

6. The PSU Foundation average annual compound nominal return for one, two, three, four, and five-year comparisons reveals an average better than the averages for all institutions. For one year (FY 1991), PSU showed a 15.2% return compared to an equal-weighted mean for all institutions of 7.2%. For two years (FY 1990-1991) the PSU Foundation return amounted to 12.0% compared to the equal-weighted mean of 8.5%; for three years (FY 1989-1991), the PSU Foundation return amounted to 12.3% compared to the equal-weighted mean of 10.2%; for four years (FY 1988-1991), the PSU Foundation return amounted to 10.7% compared to the equal-weighted mean of 7.9% of all institutions. For the five-year average, the PSU Foundation realized 11.4% return compared to an equal-weighted mean of 9.0% for all institutions.

By this measure, the Pittsburg State University Foundation realized an average annual compound nominal return of 12.0% for two years (FY 1990 and FY 1991) compared to an equal-weighted mean of 8.5% for all institutions. The S&P 500 had 11.9% and the Wilshire 5000 9.9%. For the three year period (FYs 1989-1991) the PSU Foundation realized an average annual compound nominal return of 12.3% compared to an equal-weighted mean of 10.2% for all institutions. The S&P 500 had 14.7% and the Wilshire 5000 had 13.0%. For the

four-year period (FYs 1988-1991) the PSU Foundation realized an average annual compound nominal return of 10.7% compared to an equal-weighted mean of 7.9% for all institutions. The S&P 500 had 8.8% and the Wilshire 5000 had 7.9%. For the five-year period (FYs 1987-1991), the PSU Foundation realized an average annual compound nominal return of 11.4% compared to an equal-weighted mean of 9.0% for all institutions. The S&P 500 showed a 11.9% gain and the Willshire 5000 10.2%. (See page 106).

7. The Investment Pool average annual compound nominal return of 15.2% for the PSU Foundation in FY 1991 ranked the Foundation at 6th among 333 institutions (top 2%) that reported 1991 investment pool returns. The three-year average of 12.3% gave the PSU Foundation a rank of 52nd (top 17%) of 304 institutions that reported investment pool returns. The five-year average of 11.4% gave the PSU Foundation a rank of 23rd of 207 institutions (top 11%). (See Page 126).

8. The Investment Pool Real Return (adjusted for inflation) for the PSU Foundation was 10.2% in FY 1987 compared to a dollar-weighted mean of 12.2% for all institutions. For FY 1988, PSU's Foundation realized a 2.4% real return compared to a -2.5% dollar-weighted mean for all institutions, and a 7.2% real return for FY 1989 compared to a dollar-weighted mean of 9.0% for all institutions. For FY 1990, PSU's Foundation realized a 4.3% real return compared to a dollar-weighted mean of 6.1% for all institutions. For

FY 1991, PSU's Foundation realized a 10.2% real return compared to a dollar-weighted mean of 1.4% for all institutions.

The Investment Pool Real Return for funds of $25,000,000 and under had an Average Annual Compound Real Return of 3.0% for FY 1991, while for the three years (FYs 1989-1991) it was 4.6%, and for five years (FYs 1987-1991) it was 3.9%. For public institutions, the one-year performance for FY 1991 was 3.1%, it was 5.0% for the three years of FY 1989-1991, and it was 4.2% for the five years of FY 1987-1991. (See Page 135).

The real return allows for a factor of inflation based on the Consumer Price Index (CPI). The CPI percent used was 5.0% for FY 1991, 4.4% for FY 1990, 5.3% for FY 1989, 3.8% for FY 1988, and 3.7% for FY 1987. (See Page 135).

9. The Investment Pool Average Annual Compound Real Return for the PSU Foundation was 10.2% in FY 1991 compared to an equal-weighted mean of 2.5 for all institutions. For two years (FYs 1990-1991) it was 7.2% compared to an equal-weighted mean of 3.8%; for three years (FYs 1989-1991) it was 7.2% compared to an equal-weighted mean of 5.2%; and for four years (FYs 1988-1991) it was 6.0% compared to an equal-weighted mean of 3.2%. For five years (FYs 1987-1991) it was 6.8% compared to an equal-weighted mean of 4.4%. (See Page 150).

APPENDIX 10

Pittsburg State University
University Councillors

1992-1997

O. Gene Bicknell, Chair President-Chairman National Pizza Company Bicknell Place 100 North Pine Pittsburg, KS 66762	Office: 316-231-3390 Home: NA FAX:
Machima Kunjara Na Ayudhaya` The Treasury Department Real Property Release and Management Division Bangkok, Thailand 10200	Office: (66-2) 281-1427 Home: Fax: (66-2) 280-0767
Thomas E. Beal President International Villages, Inc. Executive Office Building, Suite 128 4121 West 83rd Prairie Village, KS 66208	Office: 913-642-3800 Home: 913-649-7779 Fax:
Richard Chitty Toyota Motor Sales USA, Inc. National Technical Services Manager 19002 South Western Avenue Torrance, CA 90509	Office: 213-781-3201 Home: 213-541-8225 Fax:
Tom Collinson Editor The Morning Sun 701 North Locust Pittsburg, KS 66762	Office: 316-231-2600 Home: 316-232-2451 Fax:
Richard Colliver VP of Mazda Distributors Pacific 9451 Toledo Way Irvine, CA 92714	Office: 714-727-1990 Home: 714-974-5869 Fax:
Eldon Danenhauer 1923 Indian Wood Lane Topeka, KS 66611	Office: 303-476-7676 Home: 913-357-6878 Fax:
James W. England 925 Strath Avenue Swarthmore, PA 19081	Office: Home: 215-328-2916 Fax:

S. Diane Graham
Chairman and President
Stratco, Inc.
1010 West 39th
Kansas City, MO 64111

Office: 816-561-5030
Home:
Fax:

Robert Haderlein
118 South Ozark
Girard, KS 66743

Office: 316-724-4425
Home: 316-724-4702
Fax:

Larry Kramer
President, Avila College
11901 Wornall Road
Kansas City, MO 64145

Office: 816-942-8400
Home: 913-491-9861
Fax:

Molly J. Masquelier
President and CEO
Fitzgerald Health Management Services
10308 Metcalf, Suite 114
Overland Park, KS 66212

Office: 913-384-1122
Home: 316-541-1418
Fax:

Larry Mathis
President and CEO
Methodist Hospital
6565 Fannin MS 101
Houston, TX 77030

Office: 713-790-3366
Home: 713-529-1911
Fax:

Sherrie Schmidt
Dean of University Libraries
Arizona State University
Tempe, AZ 85287

Office: 602-965-3950
Home: 602-596-1403
Fax: 602-965-1608

Lung-Sheng Shieh, President
Szehai Junior College of Technology
1, Land 380, Ching Yung Road
Tuchen, Taipei Republic of China

Office:
Home:
Fax: 011 886 2 265 8912

Clyde Skeen
Clyde Skeen Business Consultant, Inc.
PO Box 401624
Dallas, TX 75240

Office: 214-369-9683
Home: 214-239-9383
Fax:

Guy Sutherland
Vice President, Chemical Division
Phillips Petroleum Company
820 A Adams Building
Bartlesville, OK 74004

Office: 918-661-9242
Home: 918-333-3206
Fax:

Dr. Ajava Taulananda
Charoen Pokphand Group
C. P. Tower
313 Silom Road
Bangkok 10500 Thailand

Office:
Home:
Fax:

Donald Webber
802 Village Drive
Pittsburg, KS 66762

Office: NA
Home: 316-231-3397
Fax:

Eka Tjipta Widjaja, Chairman
Sinar Mas Group
Bank International Indonesia
JL. MH. Thamrin KAV.22
Jakarta, Indonesia

Office: 011 62 21 310 4646
Home:
Fax: 011 6221 310 4587

Donald Widner
1301 Woodland Terrace
Pittsburg, KS 66762

Office: 316-231-9320
Home: 316-231-4378
Fax:

Pat Woodrum
Director
Tulsa Public Library
400 Civic Center
Tulsa, OK 74103

Office: 918-592-7897
Home: 918-587-3440
Fax:

PITTSBURG STATE UNIVERSITY
GLADYS KELCE SCHOOL OF BUSINESS AND ECONOMICS
ADVISORY COUNCIL

1991-1992

Members:

Thomas E. Beal
5001 Weat 86th Street
Prairie Village, KS 66207

O. Gene Bicknell
National Pizza Company
720 West 20th Street
Pittsburg, KS 66762

Larry P. Davis
Seville Industries Bank
P.O. Box 8621
Fort Worth, TX 76116

Randall Dawson
P.O. Box A
Mound City, MO 66056

Frankie D. Dunnick
605 North Western Street
Girard, KS 66743

Roger Gladden
2021 East 34th Place
Joplin, MO 64801

Glenn Hough
107 Elmwood Drive
Pittsburg, KS 66762

John Ison
612 West Quincy Street
Pittsburg, KS 66762

Duane Lawellin
2820 Illinois Street
Joplin, MO 64802

Kathryn Lima
1357 Crest Drive
Joplin, MO 64801

David Loeffler
3609 West 122nd Street
Leawood, KS 66209

Reg Lyerla
4712 West 88th Street
Prairie Village, KS 66207

A. J. Menghini
530 East Highway 160
Frontenac, KS 66762

George Pitzer
2406 South Homer Street
Pittsburg, KS 66762

Mary Polfer
701 White Oak Lane
Gladstone, MO 64116

George Zugmier
8802 E. San Rafael
Scottsdale, AZ 85260

PITTSBURG STATE UNIVERSITY
SCHOOL OF EDUCATION
ADVISORY COUNCIL

1991-1992

Chair:

Jack Shireman
401 South Ozark Street
Girard, KS 66743

Vice Chair:

Jerry Steele
2307 Knollview Street
Pittsburg, KS 66762

Members:

Ray Bicknell
101 East Washington
Pittsburg, KS 66762

Henry Buset
4045 Parkview Drive
Frontenac, KS 66762

Mike Cole
P.O. Box 2526
Joplin, MO 64803

Dave DeMoss
Box 189
Girard, KS 66743

Dale Dennis
3408 S.W. Oak Parkway
Topeka, KS 66614

Gordon Elliott
1207 Imperial Drive
Pittsburg, KS 66762

Robert Haderlein
703 North Carbon Street
Girard, KS 66743

William Harsch
1615 Camelot Place
Miami, OK 74354

Richard Hedges
2108 South Horton Street
Ft. Scott, KS 66701

Reid McKinney
1809 South Olive Street
Pittsburg, KS 66762

Shirley Palmer
RR #5, Box 118
Ft. Scott, KS 66701

Rudy Simoncic
101 West 16th Street
Pittsburg, KS 66762

Douglas Story
620 South Chestnut Street
Nevada, MO 64772

Helen Rennick
800 Elmwood Street
Pittsburg, KS 66762

Terry Towner
2608 South Taylor Street
Pittsburg, KS 66762

Jack Walker
10107 Hardy Drive
Overland Park, KS 66212

PITTSBURG STATE UNIVERSITY
SCHOOL OF TECHNOLOGY AND APPLIED SCIENCE
ADVISORY COUNCIL MEMBERS

1991-1992

Members:

Leon Bogner
Ace Forms
2900 North Rotary Terrace
Pittsburg, KS 66762

Richard Chitty
Corporate Manager
Toyota, Lexus Division
19001 South Western Avenue
Torrance, CA 90509-2991

Barney Ellis
Pitt-Plastics, Inc.
1400 Atkinson Avenue
Pittsburg, KS 66762

Rex Erisman
Electronics Division
Eagle Picher
Box 47
Joplin, MO 64802

James Gielissen
Hughes and Co.
500 East 76th Avenue
Denver, CO 80229

Richard Gradlinger
Earl Campbell Mfg. Co.
400 East 10th Avenue
North Kansas City, MO 64116

George Hoobler
Marketing Services
Master Chemical Company
Box 220
Perrysburg, OH 43551

John Langford
Consultant
72 Pascal Lane
Austin, TX 78746

Troy W. Michie
Michie & Associates, Inc.
3520 General DeGaulle Dr.
Suite 150A
New Orleans, LA 70114

Cathy Pierson
Marketing Manager
Didde Web Press
1200 Graphic Arts Road
Emporia, KS 66801-1088

Vern Silvers
Philips Lighting Company
3861 South 9th
Salina, KS 67401

Guy Sutherland
Phillips 66 Company
822 Adams Building
Bartlesville, OK 74004

Preston Troy
Director, Mfg. Support,
Wichita, Division
Boeing Commerical Airplane
Group
Box 7730, MS K44-31
Wichita, KS 67277-7730

Dick Udouj
Home Furnishings Council
200 Garrison Ave, Suite 233
Ft. Smith, AR 72902

PITTSBURG STATE UNIVERSITY
FRIENDS OF KRPS
ADVISORY COUNCIL

1991-1992

Chair:

Cindy Allen
405 West Washington
Pittsburg, KS 66762

Members:

Gene Chambers
1330 Morgan
Parsons, KS 67357

Barbara Clark
Labette County Hospital
South High 59
Parsons, KS 67357

Mark Eldridge
Route 3 Box 23
Chanute, KS 66720

Dr. John R. Gray
613 Main Street
Joplin, MO 64836

W. E. "Bill" Hale
2619 East 15th Street
Joplin, MO 64801

Rita Riley
PO Box 1155
Pittsburg, KS 66762

Terry Sercer
Route 4, Box 21
Ft Scott, KS 66701

Robert A. Walter
Axe Library
Pittsburg State University
Pittsburg, KS 66762

Robin White
67 Dearridge
Joplin, MO 64804

PITTSBURG STATE UNIVERSITY
FRIENDS OF TIMMONS CHAPEL ADVISORY COUNCIL

1991-1992

Chair:

Jackie Wright
2003 South Taylor
Pittsburg, KS 66762

Members:

Maxine Bebb
Route 5
Pittsburg, KS 66762

Laura Budd
1211 Bitner Drive
Pittsburg, KS 66762

Paul Carlson
Pittsburg State University
Department of Music
Pittsburg, KS 66762

Dudley Cornish
121 East 4th Street
Pittsburg, KS 66762

Joy Cragin
1421 Crestwood Drive
Joplin, MO 64801

Helen Messenger
1404 South College
Pittsburg, KS 66762

Joan Miller
1803 South College Terrace
Pittsburg, KS 66762

Dottie Miller
405 Winwood
Pittsburg, KS 66762

Mark Minton
1012 South Catalpa
Pittsburg, KS 66762

Christine Scott
1301 South Catalpa
Pittsburg, KS 66762

Harry Sellers
1713 South Eddy
Fort Scott, KS 66701

Judith Timmons Spears
5100 Placita Diaz
Tucson, AZ 85718

Robert Timmons
2006 Kasold Drive
Lawrence, KS 66044

PITTSBURG STATE UNIVERSITY
ATHETIC ADVISORY COUNCIL

1991-1992

President:

O. Gene Bicknell
National Pizza Company
100 North Pine
Pittsburg, KS 66762

Secretary:

August Rua
702 Elmwood Lane
Pittsburg, KS 66762

Members:

Wayne Allai
Route 5, Box 363
Pittsburg, KS 66762

Lee Crawley
3420 East 67th Street
Tulsa, OK 74136

Barry Draper
1502 Woodland Terrace
Pittsburg, KS 66762

Eldon Danenhauer
1923 SW Indian Woods Lane
Topeka, KS 66611

C. L. Farabi
1211 North Broadway
Pittsburg, KS 66762

Paul Hutsey
510 South Georgia Street
Pittsburg, KS 66762

Gene Irvin
813 North Ohio Street
Adrian, MO 64720

John Levra
294 Mainsail Drive
Grays Lake, IL 60030

Jody McDowell
815 East 4th Street
Cherryvale, KS 67335

A. J. Menghini
530 East Highway 160
Frontenac, KS 66762

Gary Snadon
Box 648
Branson, MO 65616

Fred Spigarelli
118 South Wright Street
Frontenac, KS 66762

Monte Taylor
Route 2, Box 207
Parsons, KS 67357

Robert Terlip
611 West Leighton Street
Frontenac, KS 66762

Terry Towner
2608 South Taylor
Pittsburg, KS 66762

Ted Watts
Box 303
Oswego, KS 67356-0303

APPENDIX 11

PITTSBURG STATE UNIVERSITY
PITTSBURG, KANSAS

CENTENNIAL 2003 VISION

Four underlying principles serve as the basis for all planning and decision making at Pittsburg State University.

1. Pittsburg State is a compassionate institution that functions somewhat like a family. People centered, the "human condition" is important. The University cares about all institutional constituents and provides a nurturing environment which fosters growth and commitment.

2. Pittsburg State is committed to the academic triad of teaching, research and service. The University's motto, "By doing, learn" reflects this commitment.

3. Pittsburg State is committed to excellence. Commitment to quality is reflected in several broad areas: the quality of the students, the quality of the faculty and staff and the physical campus environment. Not only is the commitment to excellence reflected in the teaching/learning environment, but also in the University's commitment to serving all constituents.

4. Pittsburg State University is committed to diversity. Traditionally, diversity has referred to ethnic and racial diversity; however, at Pittsburg State University, diversity has a broader definition. Racial diversity, while important, is only one component. International relations and cross-cultural understanding are the other components of diversity. Understanding and functioning in the "global village" are strongly reinforced.

These four principles guide all University activities --from recruiting students to planning for the future.

Using the University's Mission Statement as the framework and the above four principles as a foundation, Pittsburg State University has the ultimate goals of enhancing student learning and improving the learning environment. These goals encompass the University's desire to be responsive the needs of the region, nation and world. To move toward this goal, the University must address its strengths and weaknesses and build upon its areas of uniqueness. Following this framework, the University desires to achieve several related objectives.

1. The development of a premier School of Technology and Applied Science is critical. The proposed Kansas Technology Center will provide state-of-the-art facilities

and equipment of new and/or enhanced applied technology programs which will prepare students for careers in the 21st century. As the East Campus expansion moves toward completion, program offerings must address future needs.

2. The attainment of American Assembly of Collegiate Schools of Business (AACSB) accreditation for the Kelce School of Business and Economics will recognize Pittsburg State University as a leader in business programs. AACSB accreditation will also further the School of Technology and Applied Science programs in technology management and production management. An additional objective will focus on faculty, staff and students working more closely with the private sector through such programs as Students in Free Enterprise.

3. In conjunction with the development of the Kansas Technology Center and the attainment of AACSB accreditation, enhanced activity in the areas of economic development and technology transfer is extremely important. This activity, a vital component of the University, is also critical to the economic health of the region and crucial component of statewide economic development.

4. Retaining National Council for the Accreditation of Teacher Education (NCATE) accreditation and maintaining the quality of the teachers, administrators, counselors and school psychologists who graduate from the School of Education is vital. No other school on campus has as much impact on society as does the School of Education. Therefore, by preparing the best teachers, school administrators, school counselors and school psychologists, Pittsburg State University will improve not only the educational systems in Southeast Kansas, but also throughout the state and nation.

5. The current general education curriculum at Pittsburg State University, based on the "cafeteria" model of general education, focuses on the departmentalization of knowledge, leaving the students to discover the integration of the disciplines. This model of general education lacks a common body of knowledge and underlying theme or purpose. The present general education courses do not adequately prepare students to enter the 21st century. Multi-cultural diversity, globalization, foreign languages, critical thinking skills and technological literacy are some of the competencies that the University must address and integrate into a more coherent general education curriculum. Also, the general education curriculum must have an inter-disciplinary approach which transcends the departmentalization of knowledge and helps students understand the interrelatedness of knowledge.

6. With the rapid development of new technologies and the integration of technology into the teaching/learning process, the educational process is being redefined. Students no longer need to travel to a campus in order to attend classes, and faculty can integrate different technologies into their courses. Technology has become a driving force in educational reform. To this end, Pittsburg State University must expand its role in the area of telecommunications and establish itself as the telecommunications hub of postsecondary education in Southeast Kansas, as well as on a broader scale with selected programs. The University must establish a network which integrates voice, data and video connected to sites around the state, the nation and the world.

7. Just as Pittsburg State University strives to become the regional hub for postsecondary educational activity, it also desires to strengthen its role as the cultural center for Southeast Kansas. The University has always had a strong commitment to the fine and performing arts, but has never had the facilities or resource base to bring this activity the attention it needs. The establishment of a fine and performing arts facility will further enhance the University as the cultural center for Southeast Kansas, add quality to the fine and performing arts degree programs on campus and strengthen the general education component of the undergraduate experience.

8. Increasing diversity and establishing two-way faculty and student international exchange programs will help ensure the long-term global visibility for Pittsburg State University. While minority enrollment has grown, it has still not reached a satisfactory level. The minority retention and graduation rates also need improvement. Therefore, the University must focus on these areas until it graduates a significantly larger number of minority students. Over the next ten years, the University will increase the minority student enrollment to approximately ten percent of enrollment and the international student enrollment to approximately ten percent of enrollment, for a total of twenty percent.

Efforts must continue to expand the number of minority faculty. While making progress on the issue of gender, the University still lags in the number of minority faculty. Over the next ten years, the focus will be to recruit more minority faculty until such time as the mix of the faculty reflects the mix of the general state population. Pittsburg State will also concentrate on increasing the participation of its students and faculty in exchange programs with other countries. While Pittsburg State University has increased its international student enrollment, very few University students and/or faculty have availed themselves of the

opportunity to study abroad. In order to enhance the internationalization of the campus, Pittsburg State University students and faculty should visit and study in other countries. Only through such direct exposure can real multi-cultural appreciation and understanding occur.

9. The primary mission of Pittsburg State University is teaching. A keystone of this commitment to learning is the small class size which allows more student/teacher interaction in and out of the classroom. Faced with the possibility of further increases in enrollment, as well as the goal of campus expansion, the University must plan for managed growth. It must also acquire the faculty resources to keep the student-faculty ratio at approximately 18 to 1, as well as provide the student support services necessary to ensure a positive campus experience. Within this framework, the focus centers on the improvement of student skills in the areas of writing, analysis, critical thinking and problem solving.

More resources must be allocated to faculty development, as well as the recruitment and retention of highly qualified faculty. This includes funds for travel to professional conferences, support services to improve teaching styles and the purchase of equipment on a timely basis. The University must also develop and fund a schedule for equipment repair and replacement. Such funds would make the continual upgrading of most equipment possible.

10. Improving the quality of the learning experience and retaining students until graduation are always critical and will continue to require attention. Financial restrictions, however, have limited a wide array of services and retention programs. Student support services make an important contribution to the learning process, as well as retention. Over the past few years, significant short-term investment in such areas as the library, computer laboratories and student retention programs has made needed improvements. However, such funding does not adequately address the issues. In order to rectify these limitations, the University needs adequate funding on a continual basis for those programs and services which directly improve the educational experience and increase student retention.

Programs of particular importance include:

a. the development of maintenance of campus computer laboratories which provide state-of-the-art computing resources for students and faculty;

b. the development of a long-range plan for the physical expansion of the Axe Library, as well as for the development of the Library's

holdings; and

c. the identification of the reasons students leave Pittsburg State, as well as the development of intervention programs and services to ensure that all students realize their educational goals.

11. The completion of the East Campus and the Fine and Performing Arts Center will fully utilize the current physical property owned by the University. Little land remains to accommodate future expansion which makes it vital to the long-term viability of the University to acquire adjacent property to accommodate future growth and development.

12. The University desires to complete successfully on a national level in all intercollegiate sports at the National Collegiate Athletics Association Division II level, as well as continue a strong participation in the Mid-America Intercollegiate Athletics Association. The University's future athletic goals focus on academically qualified student-athletes, excellent coaches - role models and outstanding facilities in which to compete.

13. Over the past eight years, Pittsburg State University has developed a planning model which has served the University well. A "grassroots" process that starts at the ground level and builds upward, it involves all constituent groups, with the final decisions regarding the University's long-range planning coming from the President. Although this process works very well, it is time to add another dimension by expanding the long-range planning vision from the present three to five years to eight to twelve years. With the help of such groups as the University Councillors, Pittsburg State will set the overall vision and priorities to guide the University into the 21st century and beyond.

Pittsburg State University Foundation, Inc.
401 East Ford Street
Pittsburg, Kansas 66762

BEST COPY AVAILABLE